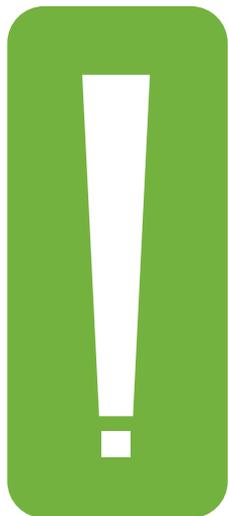


Resort Real Estate Investing With an SDIRA



Featuring:





The Entrust Group ("Entrust") does not provide investment advice nor endorse any products.

All information and materials are for educational purposes only. All parties are encouraged to consult with their attorneys, accountants and financial advisors before entering into any type of investment.

Agenda

- 1 Introducing Entrust & The Investor's Source
- 2 The State of the Commercial Real Estate Market
- 3 Insights on how drive-to-resorts function
- 4 How to understand the revenue models of resorts
- 5 How to Invest with an SDIRA
- 6 Q&A Time

Meet Your Host

Mindy Gayer

Business Development Manager at The Entrust Group



Years at Entrust



Educating investors and professionals
on tax-preferred retirement accounts

About Entrust



\$4B

Assets Under
Administration



45k

Investors
Empowered



40+

Years in
Business



1

Point of
Contact

About Entrust



- Self-Directed IRA administrators
- Knowledgeable staff with CISP designations
- Nationwide offices
- In-person events and virtual webinars
- National Continuing Education program for other credentials
- Bi-annual IRA Academy

What is a Self-Directed IRA?



A retirement account in which the individual investor is in charge of making all investment decisions



Greater opportunity for asset diversification outside of traditional stocks, bonds, and mutual funds



All securities and investments are held in a retirement account administered by a regulated custodian or trustee



Why Resorts are a Great Place to Invest

Amit Gaglani PT, OCS
Head of Growth



www.accountableequity.com



Dialogue

Balance - Peter Schiff & Jeremy Siegel

Conference & Mastermind: Lodging Conference, Russell Gray of TREG,
Marcus & Millichap Research Services

Hedge - Invest in Leaders and Organizational Health

Dialogue

Balance - Peter Schiff & Jeremy Siegel



Bitcoin.com

a 'Massive Financial Crisis,' Economist Expects Much Larger Problems Than 2008 'When the Defaults Start'



Zephyr - The simplest way for making money on crypto Let's do it!

The economist and gold bug Peter Schiff usually has a lot to say, and this past week Schiff explained during an interview that he believes the U.S. will face a financial crisis worse than 2008's 'Great Recession.' Schiff explains that the U.S. has a lot more debt than it did back then, and insists America's economic downturn "is going to be a much bigger crisis when the defaults start."



CNBC

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MARKETS BUSINESS INVESTING TECH POLITICS CNBC TV INVESTING CLUB PRO

PRO

Jeremy Siegel says you should still bet on stocks for the long run as market will overcome inflation

PUBLISHED FRI, SEP 30 2022-7:07 AM EDT | UPDATED 18 MIN AGO

Dialogue

Conferences & Masterminds



Marcus & Millichap

IPA INSTITUTIONAL PROPERTY ADVISORS

A Conversation with Lawrence H. Summers on the Economy and Commercial Real Estate

ECONOMIC OUTLOOK • INFLATION • FED POLICY

HOST
HESSAM NADJI
President & CEO
Marcus & Millichap

FEATURING
LAWRENCE H. SUMMERS
71st Secretary of the Treasury, 1999 - 2001
Former Chief Economist of the World Bank

SPECIAL GUEST
CONOR FLYNN
CEO
Kimco Realty

SPECIAL GUEST
SWARUP KATURI
Managing Partner
Brookfield Asset Management

Tuesday, September 13th • 12:30pm Pacific / 3:30pm Eastern
(LIVE WEBCAST)
REGISTER NOW: [BIT.LY/MMSUMMERS2022](https://bit.ly/mmsummers2022)



Renault Winery Resort - Sponsor Bio

Josh McCallen is a nationally recognized hospitality executive, conference speaker, innovator, builder & investor with a track record for development of exceptional resort properties and growing world-class operational teams. In the past 23 years, Mr. McCallen has led over \$170,000,000 in luxury residential and hospitality construction, served as president of a 400+ person hotel development and management company, and built numerous businesses & brands.

Key Hospitality & Real Estate Accomplishments:

- **Revenue growth of over 10x in less than 4 years**
- **Recently increased appraised value by over 100%**
- **Inc Magazine ranking 2016, 2017, and 2018**
- **TripAdvisor #7 of Top 25 Hotels USA for 2016 and 2017**
- **Press Recognition including Wall Street Journal, Hotel Business, USA Today, Hotel Online, the Knot, ABC News, and US News**

Mr. McCallen is CEO of VIVAMEE Hospitality, specializing in complex value-add hospitality development and management. He focuses on projects which possess extraordinary growth potential. Mr. McCallen earned his BA in History & Theology from Franciscan University, and his MBA from Eastern Michigan University. He lives in Springfield, PA with Melanie his wife of 25 years and their ten children.

JOSH McCALLEN



Dialogue

Conferences & Masterminds

- Fed is clear, they seek to have a manageable recession
- Seller and Buyer expectation gap is widening
- Sellers needs to be motivated and realistic
- Good idea to invest in the diamonds you already have



Dialogue

Instagram post from davidgreene24. The post features a red box with the text "#1 Forced Equity (Value Add)" and a list of bullet points: "Cosmetic upgrades", "Adding square footage", "Curing functional obsolescence", and "Adding bedrooms/bathrooms".

Instagram post from davidgreene24. The post features a red background with a white box containing the text "#2 Market appreciation/equity" and a list of bullet points: "Emerging markets", "Restricted supply", and "Examples:" followed by a sub-list: "Austin", "SF", "Seattle", "Manhattan", "Southern CA", "Beach front", and "Views".

Instagram post from davidgreene24. The post features a red box with the text "#3 Natural Equity (inflation)" and a list of bullet points: "QE", "History of inflation" (with a sub-bullet "US monetary supply"), "How RE benefits under inflation", and "How leverage increases returns in inflationary environment".

Instagram post from davidgreene24. The post features a red background with a white box containing the text "#4 Buying equity (buying under appraised value)" and a list of bullet points: "Negotiation strategies" and "Finding properties with motivated sellers".

Instagram post from davidgreene24. The post features a red background with a white box containing the text "#5 Appreciating cash flow (rising market demand increasing rents)" and a list of bullet points: "Restricted supply", "Growing wages industry moving in", and "Higher than average population growth". A "Swipe to read" prompt is visible at the top right.

David Green: Commercial real estate is great as it puts forced appreciation in the hands of the investor

Why does the Media Love the work of VIVÂMEE Hospitality?

Jersey's **BEST**

New chapter of rich history being written at one of the country's oldest wineries in N.J.



Almost 160 years later, a new chapter of a rich history is being written at one of the oldest wineries in the country. Photo courtesy of Renault Winery & Resort



Consistent support from media for our specialty, despite negativity in other areas of our industry

Why does the Media Love the work of VIVÂMEE Hospitality?



Take a Trip Through a 'Vintner Wonderland'

YOU CAN ICE SKATE AT RENAULT WINERY'S WINTER WONDERLAND IN EGG HARBOR CITY

HEATHER DELUCA | Published: January 8, 2021



Winery creates a winter wonderland in Egg Harbor, NJ

FOX 29's Jenn Fred has the details at Renault Winery.

By Jennaphr Frederick | Posted January 6



Enjoy a 'Vintner Wonderland' at Renault Winery



Vintner Wonderland at Renault Winery

FOX 29's Jenn Fred has the latest details.

By Jennaphr Frederick | Posted January 6



Things to do for all of you

Walking in a Vintner Wonderland at Renault Winery

Renault Winery in Egg Harbor City is a gorgeous location to visit no matter what



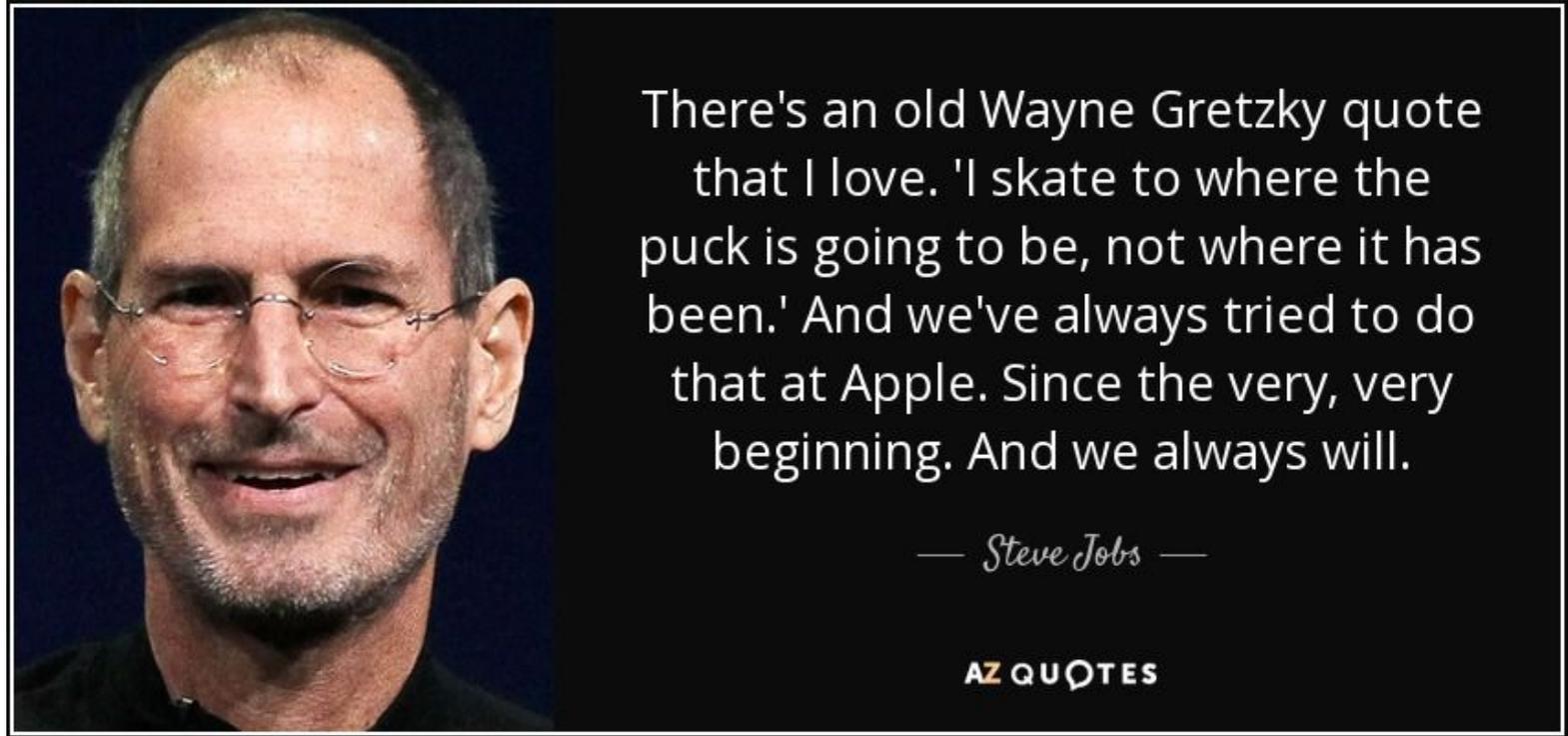
Daily Journal

7%

Sports Living Neighbors Opinion Obituaries E-Edition Legals

Vintner Wonderland, enjoy a winter wonderland, wine, dine, shop and skate, daily through Feb. 28, tickets and reservations required for some activities. Renault Winery, Egg Harbor Township, (609) 739-7670, www.renaultwinery.com.

Why does the Media Love the work of VIVÂMEE Hospitality?



Consistent support from media for our specialty, despite negativity in other areas of our industry

Renault
Est. 1864
WINERY & RESORT
VIVAWEE SIGNATURE COLLECTION

CHÂTEAU
Renault

PETITE
MARKET

Bistro
RENAULT

P2

7.

P3

Vineyard
NATIONAL

TASTE
1864

CAPÉ LA FLÈCHE

RENAULT WINE & BIRD
GARDEN

9.

P1

8.

Parc
RENAULT

WATER
WINDMILL



Dialogue

Invest in Leaders and Organizational Health





Josh McCallen
Managing Partner



Melanie McCallen
Partner

ACCOUNTABLE EQUITY

Leadership Team



Scott Bindas
Vice President of
Investor Relations



Michael Trefel
Director of Investor
Education & Community



Amit Gaglani
Head of Growth



Ketan Bhavan
Director of Investor
Operation



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WELCOME TO THE TEAM

Chef Joe LaPorte
Corporate
Culinary Director







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Sheila Brown
VP of Finance







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WELCOME TO THE TEAM

Matt Steich
Managing Director of
Hospitality, Restoration
& Development







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Jeff Heath
Construction Director







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Noelle D'Olio
Corporate
Creative Director







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WELCOME TO THE TEAM

Milane Benouadj
Corporate
Wedding & Events
Director






2022 RevPAR Will Set a New Industry High



Occupancy lags ADR recovery, with ADR having surpassed the 2019 level earlier this year.

Year	Occupancy	ADR	% Chg	RevPAR	% Chg
2018	66.1%	\$130		\$86	
2019	65.9	131	0.8%	86	0.0%
2020	44.0	103	-21.4	45	-47.7
2021	57.6	125	21.0	72	60.0
2022	63.0	145	16.6	92	27.1
2023	64.5	149	2.5	96	4.9
2024	65.5	155	4.0	102	5.7

CHATEAU RENAULT					
Year	Occupancy	ADR	% Chg	RevPAR	% Chg
Actual 2018	33.51%	\$98.15	-14.03%	\$32.89	-8.17%
Actual 2019	36.85%	\$102.30	4.22%	\$37.71	14.65%
Actual 2020	17.85%	\$135.71	32.66%	\$24.22	-35.73%
Actual 2021	48.96%	\$204.72	50.85%	\$100.22	313.80%
Projected 2022	55.79%	\$228.14	10.30%	\$127.27	21.20%



**Case Study 1 - ICONA
Diamond Beach,
NJ (2012)**

Initial Value:
\$8.0 MM
Renovation Budget
\$7.9 MM
**Appraised Value 2018
\$37 MM**



**Case Study 2 - ICONA
Avalon,
NJ (2015)**

Initial Value
\$24 MM
Renovation Budget
\$18 MM
**Appraised Value 2018
\$54 MM**



**Case Study 3 - ICONA
Cape May,
NJ (2016)**

Initial Value
\$3.5 MM
Renovation Budget
\$7.0 MM
**Appraised Value 2018
\$12.5 MM**



**Case Study 4 –
Renault Winery Resort,
NJ (2018)**

Initial Value
\$5.0 MM
Renovation Budget
\$20 MM
**Appraised Value 2022
\$37 MM - Est Value 2026
\$75 MM**



**Case Study 5 –
Kent Island Resort,
NJ (2020)**

Initial Value
\$5.0 MM
Renovation Budget
\$6.5 MM
**Appraised Value 2022
\$19.7MM – Est Value
by 2026 \$37.5 MM**



**Case Study 6 –
LBI National Golf &
Resort NJ (2022)**

Initial Value
\$7.0 MM
Renovation Budget
\$4 MM
**Estimated Value 2026
\$30.9 MM**

25 year career in
European and U.S.
business leadership

Last decade
accomplished six huge
hospitality turnaround
projects

Track Record of
Consistently exceeding
initial pro forma
projections

Annual growth rates up to
54% YoY

Innovative growth
strategies reflecting each
resort's unique character
and market

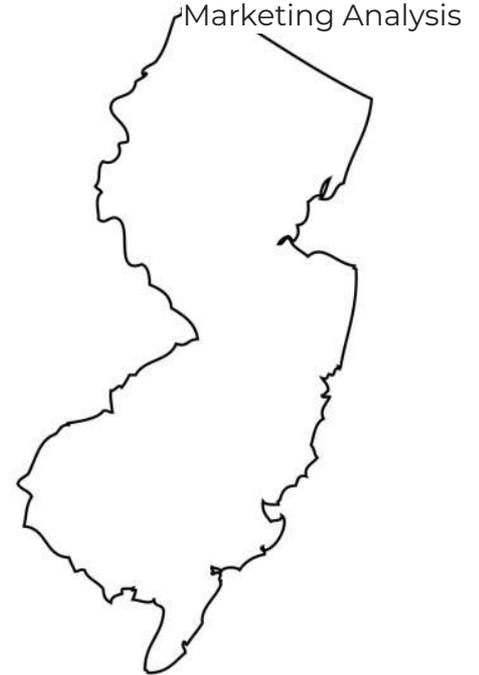


OPERATIONAL SUPPLEMENT TO FINANCIAL RESULTS

NEW JERSEY WEDDING MARKET

Year	Number of Weddings (Demand)	Average Spend per Wedding	Total Sales
2018	47,985	\$36,555	\$1,754,091,675
2019	47,748	\$36,652	\$1,750,059,696
2020	23,152	\$30,357	\$702,825,264
2021	42,315	\$38,061	\$1,610,551,099
2022	55,759	\$44,562	\$2,484,733,702
<u>2023</u>	<u>50,422</u>	<u>\$50,121</u>	<u>\$2,527,201,982</u>

- New Jersey ranks 14 out of 51 States in number of weddings
- New Jersey ranks 1 out of 51 States in average wedding cost!
- In New Jersey, where there are an average of 45,000-50,000 weddings per year, there will be a record number of over 55,000 weddings projected for 2022!

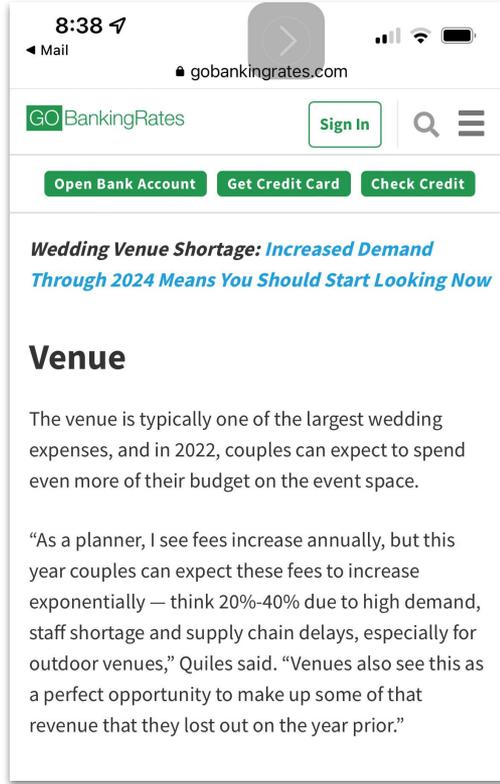


A bride and groom are standing in a vineyard during a sunset. The bride is wearing a white lace wedding dress with a long, flowing veil. The groom is wearing a dark blue suit. They are embracing each other. The vineyard has rows of grapevines with some autumn-colored leaves. The sky is filled with soft, golden light from the setting sun, with some clouds.

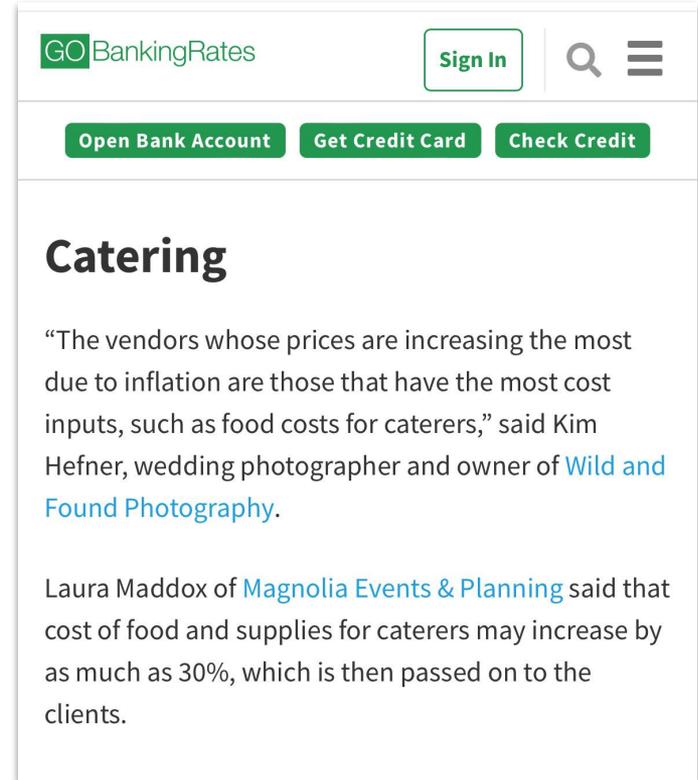
Bread
& Butter

Weddings Remain
Strong in Recession

Bread & Butter



Weddings remain Strong In Recession



Voluminous Wedding Leads without Marketing Investment

ous projects, the team of VIVAMEE was able to grow annual weddings from 0 to 120 in just 4 years of operation. However, during that period we needed to spend between \$50,000 to \$100,000 on marketing and listings just to drive sufficient wedding leads for our sales team. In all of our success we still never achieved the total number of leads produced at Renault in 2017. Amazingly, Renault budgeted \$0 for wedding lead generation. The high lead volume was generated by natural demand for vineyard weddings and for the legacy Renault brand. The new Renault brand designed to perfectly match the style of the modern bride and we will achieve incredible sales efficiency on these voluminous list of leads.

Lead Date	First	Last	Other	Phone	Email	Quantity	Reception Date	Source of Lead
2017-12-31 07:17:52	Kathy	Wright	Stephan anna	8026839415	kwright10088@yahoo.com	100	12/2018	Friends
2017-12-30 18:39:45	Maria	Woods	Jonathan	6092103665	mlwoods2@gmail.com	100	10.14.2018	My Flavors
2017-12-29 22:06:51	Sally	Wells	Tyler Fay	856-448-9154	tsufu04@gmail.com	100	12.08.2018	Google
2017-12-28 18:49:54	Nicole	Kohar	Christopher gale	9086270489	nicokohar@comcast.net	100	Spring, Fall 2018	have been to wedding there
2017-12-28 18:57:57	Priscilla	Murray	John James	809-214-5041	cdm4m@aol.com	100	08.07.2018	live in the area
2017-12-28 17:05:07	Elliot	Boar	Victoria	6099334030	ebear1789@gmail.com	100	10/6/2018	google
2017-12-28 14:15:11	Hayley	Bachman	Frank	732-781-9051	fbachman10@gmail.com	150-175	11/06/2018	south jersey wedding venue
2017-12-28 12:20:00	ANDREW	SCIOGA	USA	8146339654	ANDREW@SCIOGASALE.COM	165	11.09.2018	GOOGLE
2017-12-28 10:01:21	Grace	Staley	Andrew Lyle	2152424425	staleyand18@gmail.com	25-30	04.07.2018	newjerseybride.com
2017-12-28 09:10:30	Holly	Bernhardt	Joshua Lassar	6095139126	hollybernhardt@gmail.com	225	12.15.2018	The Knot
2017-12-28 07:38:34	Kristen	Lester	Mike	9082788607	happilyeverafter1@gmail.com	100	12/1/2018	Family
2017-12-27 20:42:30	Alicia	Gomez	Jeff	7833174352	jeffgomez@gmail.com	100	11/5/2018	Wedista
2017-12-27 20:14:44	Alissa	Angerman	Jeffrey	2012805570	jeff1978@gmail.com	175	Full winter 2018	wedding website
2017-12-27 18:00:06	Richard	Swanson	Francis	2679304610	swanson122@yahoo.com	100	October 20, 2018	Internet
2017-12-27 14:04:23	Olivia	Mattew	Christopher Garrick	8563412212	garrickmattew@yahoo.com	75-90	04.13.2019	Newspaper 2018
2017-12-26 18:43:47	Stevens	Judd	Audrey	6096381740	stevensaudrey17@gmail.com	40	08.18.2018	Family
2017-12-26 13:33:08	Margaret	Brown	Ryan Walker	6096711362	Margaretbrown521@gmail.com	75	Summer/autumn 2018	Family
2017-12-25 19:33:25	John	Boyle	Alicia Karyof	9087174277	johnboyle1@gmail.com	100	09.22.2018	Family
2017-12-21 09:29:39	Verus	Grubbs	Adam	5514861330	vcgrubbs1@gmail.com	50	04.28.2019	Family
2017-12-20 20:13:30	Sara	Orlando	Matthew Gettings	6096810889	saragot@gmail.com	100	11.10.2018	Family
2017-12-19 09:28:58	Holly	Kurtz	Julie Rowe	848-448-0460	hkurz17@gmail.com	100 max	12/1/2018	Family

Please see the full List here: <https://www.vivamee.com/wedding/leads>
<https://www.vivamee.com/wedding/leads>

100	2017-01-02 23:22:53	Shirley	Reardon	Michael Miller	9476229370	1	11/5/2017	
101	2017-01-02 16:39:39	Sally	McCreaf	Paul Barnes	856-281-5988	70	05.25.2018	
102	2017-01-02 15:46:07	Shanna	Padgett	Joseph	6096261562	1		
103	2017-01-02 12:58:52	Arlene	Lewis	Jim	8095813453	1		
104	2017-01-02 12:46:54	Amanda	Yates	Timothy Bennett	6096128799	1		
105	2017-01-01 23:06:50	Diane	Jackson	Karl Oser	856289544	1		
106	2017-01-01 15:52:39	Monica	Fox	John Sutton	9133802028	1		
107	2017-01-01 13:35:21	Jenell	Washington	Carlin	6094048146	1		
108	2017-01-01 14:49:04	Eric	Utter	Alice Kraft	6166303839	1		
109	2017-01-01 12:33:06	Kate	Keenney	Nita Donkowski	9081288327	1		
110	2017-01-01 11:35:59	Rachel	Lynn	Kath Lynn	6097049392	1		

Josh's 2018 Presentation to Investors
 Documenting Strong Demand of **795** Wedding Leads in 2017



Renault Winery Resort

OPERATIONAL SUPPLEMENT TO FINANCIAL RESULTS

Marketing Analysis

2021 Event Lead Report

01/01/2021 - 12/31/2021

2021 Inbound Weddings Lead Total: 5,928

- Renault Prime Venue Capacity is 436 Weddings per year.
- Gross Wedding Leads for the Renault Property amounted to 1357.14% of annual property capacity or ~ 13 gross leads per each potential total event days.

Inbound Social/Corporate Leads: 1,072



Untapped Markets

Third-Party Marketing of Unique Experiences

Corporate Retreats

Owners Are the Best Marketers

Untapped Markets

Third-Party Marketing of Unique Experiences



Using channels like airbnb to attract visitors who have no knowledge of our resorts and weren't planning on seeing a beautiful resort for events we have created

Untapped Markets

Third-Party Marketing of Unique Experiences

Corporate retreats are good for business

Some of the smartest business leaders are investing in corporate retreat events to build stronger teams.

The more workforces Zoom, the more retreats are coming to our resorts



What's Next?



Upcoming Webinar – *SDIRA Investing in Start-Ups Before the Public*

➔ Register today & join us on February 15!



Have feedback or topic requests?

➔ Let us know in the survey as you leave



Need more information on SDIRAs?

➔ Visit our website and Learning Center



Follow us on social media for updates



Time for Questions



Stay Connected



Mindy Gayer



Business Development Manager
at The Entrust Group



mgayer@theentrustgroup.com



615-900-4015



Amit Gaglani



Head of Growth
at Accountable Equity



agaglani@accountableequity.com

“

Learning gives CREATIVITY
Creativity leads to THINKING
Thinking provides KNOWLEDGE
Knowledge makes you **GREAT**

- *Abdul Kalam*

