

INVESTMENT GUIDE



## The Opportunity:

Invest in a growing market for golf entertainment

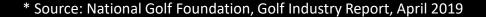
Today golf is an \$84.1 billion industry, larger than the motion picture and video business, performing arts, spectator sports, and the newspaper industry.\*

#### HOWEVER, TODAY, THE INDUSTRY IS CHANGING.

 Over the last 20 years, traditional 18-hole golf course participation has been declining. This is due to challenges such as time commitments, weather conditions, membership costs, and the skills required to master the game.\*

 The good news is that overall golf participation has grown steadily over the last five years, with projections of continued growth.\*

 A simple datapoint, non-golfers who expressed an interest in playing grew from 8 million in 2013 to 15 million in 2017, according to the National Golf Foundation.\* GolfSuites, a provider of hybrid golf entertainment facilities, is uniquely positioned to benefit from these changes.





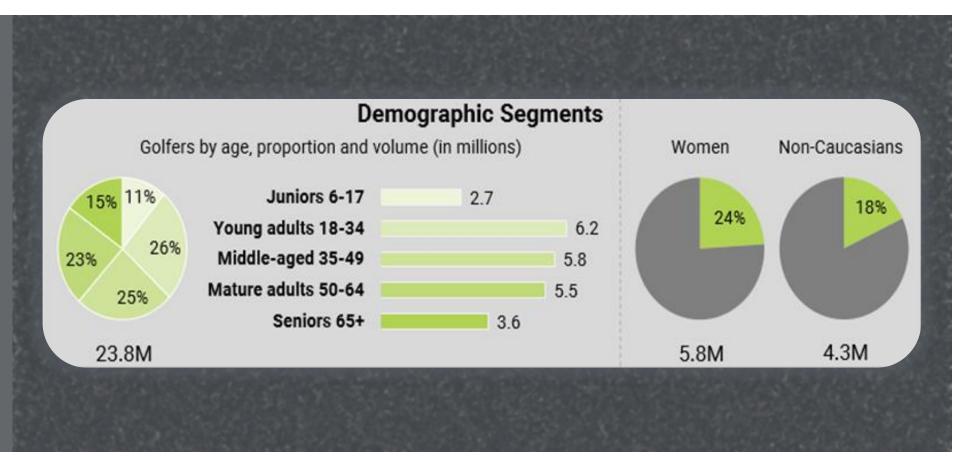
Here are some of the trends driving **GolfSuites'** opportunity:





## Golf Is Getting More Diverse by Age, Gender and Race

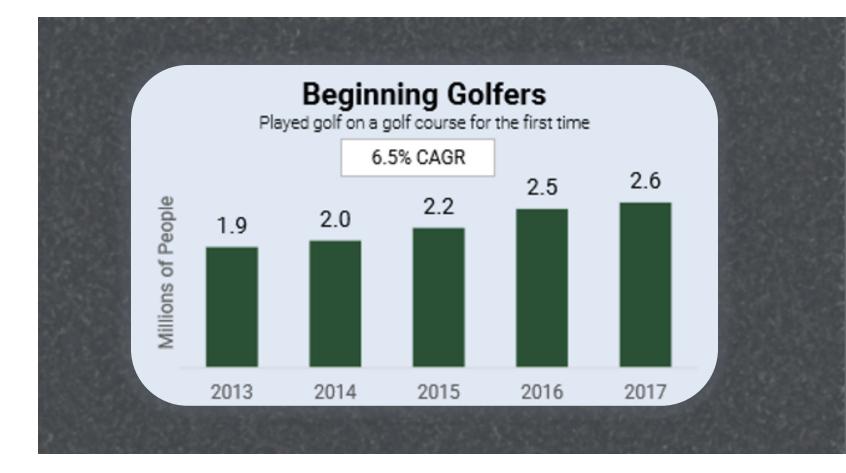
Women, younger
people and people of
color are all playing
more golf than ever,
creating increasing
demand for experiences
at all levels of skills.\*



<sup>\*</sup> Source: National Golf Foundation, Golf Participation 2018



## More New Golfers Are Joining the Game

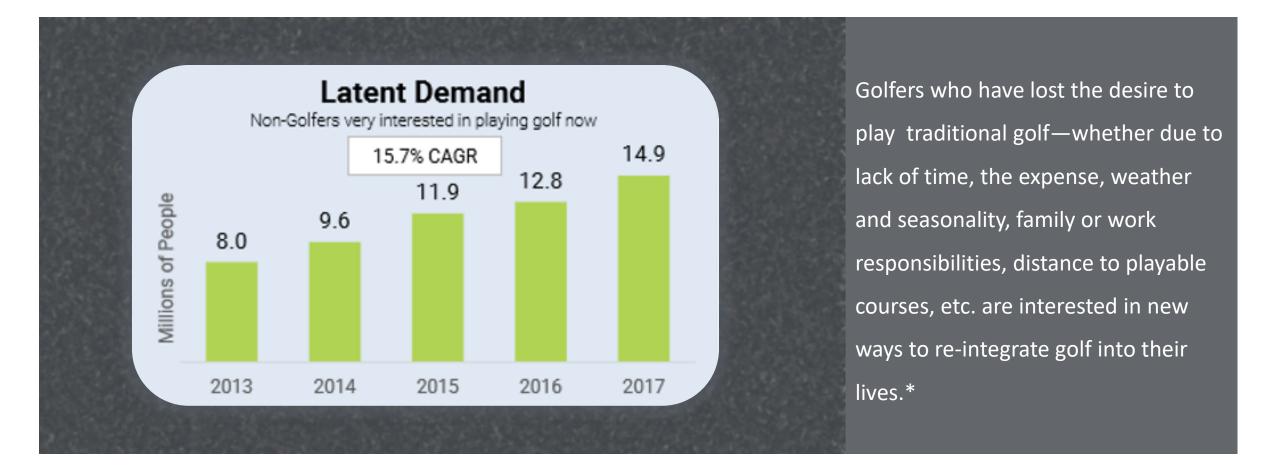


A new wave of beginning golfers are eager to improve their skills and find new opportunities to incorporate golf into their lifestyles. They're especially attracted to hybrid golf and entertainment facilities, which are attracting first time golfers at a rate of 51% of guests.\*



<sup>\*</sup> Source: National Golf Foundation, Golf Participation 2018

## People Are Looking for Reasons to Come Off the Sidelines



<sup>\*</sup> Source: National Golf Foundation, Golf Participation 2018



## Golf Would Be Even Bigger If It Met People's Needs

Hybrid golf facilities like **GolfSuites** are ideally suited to capture growing market share from people who aren't fully satisfied with traditional golf experiences.

GolfSuites provides a solution when people say:

#### It's too hot/cold/rainy outside to play.

Extreme heat, cold, drought, rain and heavy snow greatly impact one's desire and ability to play on traditional courses. A new report from R&A finds that "Golf is facing an increase in unplayable holes, winter course closures and disruption to professional tournaments due to increased rainfall."

Hybrid golf facilities can solve the problem of increasingly challenging weather by bringing the game into a climate-controlled setting.

# I can only afford to travel to a great course once a year—what do I do in between to stay sharp?

Golfers spend \$28.5 billion on tourism to U.S. golf courses, according to the 2016 U.S. Golf Economy Report<sup>2</sup> and the National Golf Foundation's Travel Report that 8.2 million golfers played 57.6 million rounds of golf while travelling for business or leisure in 2017<sup>3</sup>. Golfers plan all year for trips to great courses.

An accessible, easy-to-access hybrid facility provides them a place to hone their game for the big occasions.

#### I don't have time for five hours of golf.

A traditional 18-hole round of golf can take 5+ hours or more—yet the average American spent just under 17 minutes a day on all sports, exercise and recreation in 2017<sup>1</sup>.

A session at **GolfSuites** can last an hour or all day, so it's easy to fit golf into busy schedules.

#### I'd play more if I could get better first.

It's easy to improve your skills with **GolfSuites**' Golf Academy. We intend Golf Academy to become a premier coaching and holistic game improvement center, offering help with swing instruction, golf fitness and rehabilitation, mental sports performance with certified coaches.



<sup>&</sup>lt;sup>1</sup>Bureau of Labor Statistics, Time Use Survey, 2017. <a href="https://www.bls.gov/charts/american-time-use/activity-leisure.htm">https://www.bls.gov/charts/american-time-use/activity-leisure.htm</a>
<sup>2</sup>2016 U.S. Golf Economy Report, page 2. <a href="http://wearegolf.org/wp-content/uploads/2019/01/US-Golf-EIS-Report-2016-TEConomy-RIMS-19Apr2018.pdf">http://wearegolf.org/wp-content/uploads/2019/01/US-Golf-EIS-Report-2016-TEConomy-RIMS-19Apr2018.pdf</a>

<sup>&</sup>lt;sup>3</sup>2018 NGF Travel Report. <a href="https://www.thengfq.com/2018/09/ngf-releases-report-on-20-5-billion-golf-travel-industry/">https://www.thengfq.com/2018/09/ngf-releases-report-on-20-5-billion-golf-travel-industry/</a>

## Golf Would Be Even Bigger If It Met People's Needs (Continued)

Hybrid golf facilities like **GolfSuites** are ideally suited to capture growing market share from people who aren't fully satisfied with traditional golf experiences.

GolfSuites provides a solution when people say:

As a woman, I don't feel comfortable at traditional golf courses, which often cater to male customers.

Nearly a quarter (24%) of all golfers at traditional courses are women, according to the National Golf Foundation's 2018 Participation Report, but these facilities have done little to reach out to female golfers. At more welcoming off-course facilities, women make up 41% of players.\*

Facilities like **GolfSuites** are poised to capture this growing market segment.

Can we make golf more like a party—with a place to eat, grab a drink and socialize?

Between holes at **GolfSuites**, we plan to create venues where you can enjoy regionally inspired creative menus sourced from local farms, as well as local craft beers and a wide variety of beverages.

#### I'd play with colleagues if we could go after work.

**GolfSuites** will be ideal for networking and team-building events, or just having fun after work. We intend for it to be open day and night, offering a great golfing experience and providing full restaurant services for an all-round successful outing.

**GolfSuites** intends to offer business amenities like conference rooms and high speed WIFI for when you need to combine business and pleasure.

#### I'd play more golf if I could involve my family.

Golfing is a great family activity—but the cost, time commitment and inconvenience of traditional courses make it difficult to fit the sport into already crowded schedules. \*

**GolfSuites** intends to offer a golf experience that is easy to incorporate into family life and interactive games, apps and contests that appeal to today's internet-savvy young people.



<sup>\*</sup> Source: National Golf Foundation, Golf Participation 2018

## **Innovative New Solutions Bring Golf Within Reach**

- Technology provides a solution for golfers of all skill levels
- GolfSuites hybrid golf facilities intend to provide an accessible, cost-effective, entertaining golf experience that's suited for today's busy lifestyles
- In 2016, nearly as many people played off-course as on traditional golf courses\*
  - 21 million people played at an off-course facility\*
  - 23.8 million played at courses\*





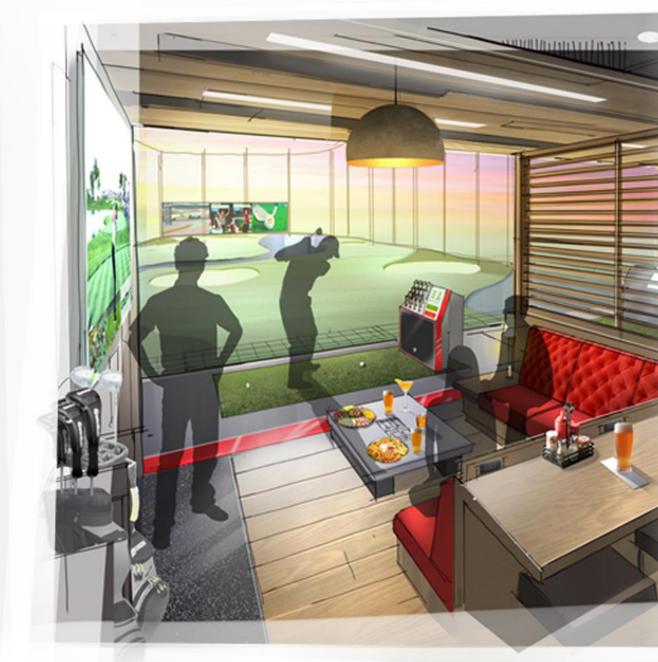
<sup>\*</sup> Source: National Golf Foundation, Golf Participation 2018

# GolfSuites Takes the Sport of Kings into the 21st Century

All-in-one entertainment focused on golf

**GolfSuites** facilities intend to include:

- 60-100 climate-controlled suites that will be open to 275-300+ yard golf ranges
- Comfortable seating, special computer tracking to monitor golf gaming and ball flight data, tee boxes and large screen monitors to watch all sports
- Multiple indoor/outdoor bars, a restaurant, VIP Member "Select Suites," multiple meeting and conference rooms, and a state-of-the-art golf academy and training center
- Family-friendly restrooms and changing areas, child care, play areas for children and a game room
- GolfSuites facilities intend to be located on 15-20-acre sites which will ideally include the building, parking, driving range and short game areas



#### **Golf Courses from a Private Suite**

• Multiple gaming and play options in one 275-300+ yard range—which we believe is a larger course

than any competitor offers

 Each course to consist of a fairway driving grid with nine green site targets on which a player will have the opportunity to play a full 18-hole "round"

 We believe this satisfies not only the gaming experience but also "the itch" of playing a real round if desired in as little as a quarter of the time



## Top of the Line Technology for a Realistic Experience

State-of-the-art
Doppler Radar
technology, the
industry gold standard
for launch monitor
technology, which will
allow players to play
with the most accurate
ball tracking
technology

Ball flight to be measured within three to four inches vs. other facilities that only measure to the yard

Inside the facility, players can also play simulated golf on famous golf courses

Video swing analysis, gaming and data analytics will be captured and can be shared with others on social media



#### **Holistic Game Improvement**

GolfSuites' Golf Academy will be based on PGA® Professional and NBC Golf Academy® featured instructor, GolfSuites co-founder Kyle Morris and his successful studio, The Golf Room in Columbus, Ohio

- Kyle's advanced training and coaching techniques are aimed at improving the overall golf game of aspiring to expert players
- Located on the ground-floor level, the Golf Academy will consist of golf instruction, golf coaching, junior golf recruitment and advisory services, fitness and rehabilitation therapy, mental sports performance training and custom golf club and equipment fitting
- The Golf Academy will enhance GolfSuites' ability to offer the widest range in golf skill development, from beginners and amateurs dedicated to a fun experience, to advanced, serious golfers dedicated to game improvement



#### **Enhanced Guest Experiences**

Golf just became yearround, convenient and fun
for everyone—from my
wife to my kid's high school
team to the guys who
mostly eat, drink and
watch to the people that
play way better than me.

#### **GolfSuites** will offer enhanced and upgraded services to members including:

- VIP Member concierge and hosts
- VIP Member Select Suites (upgraded double bays)
- Men's and Women's member locker rooms
- Covered drive-up arrival zone
- Improved digital experiences for guest engagement before, during and after visits including: reservation systems, food and beverage ordering, post-visit engagement and social sharing



#### **Investment Rationale**

Invest in the growth of a fast-growing industry:

GolfSuites' broad appeal is backed by demographic research of the nation's growing appetite for golf-themed facilities.

GolfSuites anticipates accelerating market growth, where there is currently a shortage of supply to meet the demand of golf-themed entertainment centers.

#### **MARKET GROWTH**

Golf's total reach is **107M people**, representing more than 1/3 (36%) of the US population over the age of 5\*

Off-course golf participation has increased from 5.4M people in 2014 to **9.3M people** in 2018 (over a 72% increase)\*

The food and beverage industry was \$16.25B in 2018 and is projected to grow to \$26B by 2022.\*\*

Year-round immersion leads to playing and sharing a lifelong sport. The experience at GolfSuites will be fun and fulfilling. You can engage at whatever level and time commitment you want.



<sup>\*</sup> Source: National Golf Foundation, Golf Industry Report, April 2019

<sup>\*\*</sup> Source: IBIS World, Indoor Sports Facilities Management Industry, in the U.S., Industry Market Research Report, February 2018

#### The Investment

Today GolfSuites is offering professional and accredited investors the opportunity to invest in our company through a \$30 million Reg D Offering.

In addition to participating in our anticipated rapid growth, we plan to distribute a dividend at the annual rate of 8% paid monthly.\* For many investors, this may be tax-free for several years.\*\*

#### WAYS TO INVEST

Planned investment share price\*

\$1/share

For many investors, this may be tax-free for several years\*\*

8% per year

Minimum investment

\$500K

## Addressing Our Additional Funding Needs Today

\$300 million across each of six Reg A operating subsidiaries, each covering a different region of the United States.

<sup>\*</sup>Since the tax treatment of any distributions may vary according to the financial performance of the company, as well as the particular circumstances of the investor, investors should consult their own tax advisers, and should not assume that the distributions will be subject to the same tax treatment from year to year. KGEM Golf, Inc. will not generate revenues or profits until the company has built facilities, and there is no guarantee that those facilities will be profitable. The company will set aside a capital reserve as investments are received; dividend payments will initially be made from this reserve. There can be no guarantee of future profits. During the early years it is likely that dividend payments will be tax-free due to favorable real estate depreciation tax rules combined with the likely treatment of dividends as a tax-free return of capital to investors and thereafter as capital gains income for a limited period. The dividend will only be payable to the extent there are legally available funds. KGEM Golf, Inc. does not offer tax advice. Investors should consult their own tax adviser for information regarding their own tax situations.



<sup>\*</sup> This share price is for professional level allocations only of a minimum of \$500,000.

## State-of-the-Art Hybrid Facilities in Six Regions of the United States

GolfSuites intends to file under SEC Regulation A Plus ("Reg A") for six regional subsidiaries, each of which plans to develop, construct and operate golf driving range/entertainment facilities. Each of these subsidiaries should concurrently be able to develop at least one facility, with funds from their Reg A offerings and mortgage financing, if necessary. GolfSuites' six regions, offering wide geographical ranges of initial development, are:

- Northwest—Seattle/Tacoma/Olympia, Spokane, Boise, Portland/Salem, Bend, Ashland/Medford, Vancouver, B.C., Reno/Carson City, San Francisco/Oakland, San Jose/Silicon Valley, Sacramento, the California Central Valley and other metro areas
- Southwest—Los Angeles, Orange County, San Diego, Phoenix, Tucson, Las Vegas, Albuquerque, Dallas, Austin, San Antonio, Houston, El Paso and other metro areas
- Central—Denver, Omaha, Kansas City, Oklahoma City, Tulsa, Wichita, St. Louis, Des Moines, Louisville, Nashville, Memphis, Minneapolis and other metro areas
- Midwest—Chicago, Indianapolis, Columbus, Cleveland, Cincinnati, Detroit/Ann Arbor/ Flint/Lansing, Milwaukee, Grand Rapids, Pittsburgh and other metro areas
- Northeast—Boston, New York/Newark, Albany, New Haven, Hartford, Providence, Philadelphia, Wilmington, Washington, D.C./Alexandria/Arlington, Baltimore and other metro areas
- Southeast—Richmond, Norfolk, Raleigh-Durham, Charlotte, Atlanta, Augusta, Savannah, Montgomery, Birmingham, Mobile, Baton Rouge, New Orleans, Jackson, Tallahassee, Jacksonville, Orlando, Tampa/St. Petersburg, Sarasota, Ft. Myers, Miami and other metro areas



## The GolfSuites Investment Opportunity

- ✓ **GolfSuites** seeks to bring golf-themed entertainment, game improvement and fun, year-round to millions of people nationwide.
- ✓ Our goal is to vastly improve on the "entertainment center" concept: traditional golf experiences and game improvement, food and beverages, collaboration and competition; for serious golfing or just plain fun.
- ✓ **GolfSuites** is designed to capitalize on the changing nature of golf with the added convenience of participation at any skill level from kids to professionals, who can play after work, all day or evening, participate in competitions or just for some family fun.
- ✓ We believe that there's a strong market for the entertainment and hospitality experiences we provide and we invite you to participate in the opportunity by investing in GolfSuites.

#### **Team and Experience**

is led by a seasoned team with decades of experience in real estate investment, development, finance and marketing—and a lifelong passion for golf. Senior leaders include:

GERALD D. ELLENBURG, Chairman and Chief Executive Officer, has 35 years of experience in real estate ownership, management and finance in multi-family properties and principal in over \$750 million in debt and equity financings. He is a graduate of the University of California, Berkeley and is a California-licensed CPA.

KYLE MORRIS, Golf Director, played 8 years of professional golf on tour. Following 8 professional worldwide wins, he created The Golf Room, a holistic coaching facility in Dublin, Ohio. He was named by Golf Digest as one of the Best Young Instructors and was included in Best Teachers in the State of Ohio. He also received a Master Certification with Trackman and serves as an NBC Golf Channel Academy Lead Coach. Kyle is a graduate of Seton Hall University.

RYAN T. KOENIG, Development Director, has over 20 years of combined experience in real estate development and construction with companies such as Wood Partners, Camden Properties, Turner Construction and Zaremba Development. Ryan has overseen \$500M+ in completed construction.

JOHN GALVIN, Experience and Marketing Director, has 32 years of combined experience in marketing, branding, experience design, advertising and promotion for fortune 500 companies such as Ford, JP Morgan Chase, Citi, Lowe's, Victoria's Secret, Champion Sportswear, Dick's Sporting Goods and many other major brands. John is a graduate of The Ohio State University.

#### **Team and Experience**

is led by a seasoned team with decades of experience in real estate investment, development, finance and marketing—and a lifelong passion for golf. Senior leaders include:

SCOTT SMYLIE, General Counsel and Secretary of KGEM, since December 2018. Previously, Scott practiced law in Florida at Monica L Sierra PLLC (May 2018 – November 2018), Meridian Partners in Florida (September 2016 - May 2018), and Bivins & Hemenway PA in Florida (May 2012 – June 2015). During Scott's tenure he represented real estate developers, lenders, landlords and tenants and business entities in a variety of corporate and real estate related transactions. Scott graduated Cum Laude in 2003 from the University of Florida's School of Law with a Juris Doctor and also earned a Master's of Science in Real Estate from the University of Florida's School of Business that same year.

TOM GALVIN, Hospitality Advisor, has 37 years of experience in international restaurant, bar and food service design and consulting. He worked with General Mills Restaurants, Bloomin' Brands, Darden, Hard Rock Café, Disney and taught at the University of Central Florida, Rosen Hospitality School, as well as at Boston University. Tom has degrees from Bowling Green University, Kent University and Cornell University.

DEB MILLER, Strategy and Insights Advisor, has 35 years of experience in retail design, marketing, strategy, market research and business planning. She worked with Steelcase, Fidelity Investments, HSBC, Lowe's Home Improvement, Borden Foods, Ford, Wendy's, Citi, Wells Fargo, Sprint, Simmons, 7-Eleven and other large companies. Deb is a graduate of both The Ohio State University and the University of Kansas.

DAVID MORRIS, Consulting Chief Financial Officer, has over 30 years of experience in finance and financial forensics. David will oversee tax planning, compliance, accounting, audit, forecasts and investment analysis. David's career has included the Vice-Presidency of Finance at Belz Enterprises, a large real estate development and management company and other corporations. David is a graduate of the University of Wisconsin, La Crosse and is a Tennessee-licensed CPA.



## **Important Disclosures About Forward Looking Statements**

Projected financial data is included in this document; projections are frequently inaccurate.

This document includes projections. Those projected results will only be achieved if the assumptions they are based on are correct. There are many reasons why the assumptions could be inaccurate, including customer acceptance of the product or service we are intending to offer, competition, general economic conditions and our own inability to execute our plans. Potential investors should take the assumptions in consideration when reading those projections and consider whether they think they are reasonable. You should consider these projections only in conjunction with the risk factors set out in our Private Placement Memorandum dated April 29, 2019, which you should read carefully.

THIS DOCUMENT CONTAINS FORWARD-LOOKING STATEMENTS AND INFORMATION RELATING TO, AMONG OTHER THINGS, THE COMPANY, ITS BUSINESS PLAN AND STRATEGY, AND ITS INDUSTRY. THESE FORWARD-LOOKING STATEMENTS ARE BASED ON THE BELIEFS OF, ASSUMPTIONS MADE BY, AND INFORMATION CURRENTLY AVAILABLE TO THE COMPANY'S MANAGEMENT. WHEN USED IN THE OFFERING MATERIALS, THE WORDS "ESTIMATE," "PROJECT," "BELIEVE," "ANTICIPATE," "INTEND," "EXPECT" AND SIMILAR EXPRESSIONS ARE INTENDED TO IDENTIFY FORWARD-LOOKING STATEMENTS, WHICH CONSTITUTE FORWARD LOOKING STATEMENTS. THESE STATEMENTS REFLECT MANAGEMENT'S CURRENT VIEWS WITH RESPECT TO FUTURE EVENTS AND ARE SUBJECT TO RISKS AND UNCERTAINTIES THAT COULD CAUSE THE COMPANY'S ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE CONTAINED IN THE FORWARD-LOOKING STATEMENTS. INVESTORS ARE CAUTIONED NOT TO PLACE UNDUE RELIANCE ON THESE FORWARD-LOOKING STATEMENTS, WHICH SPEAK ONLY AS OF THE DATE ON WHICH THEY ARE MADE. THE COMPANY DOES NOT UNDERTAKE ANY OBLIGATION TO REVISE OR UPDATE THESE FORWARD-LOOKING STATEMENTS TO REFLECT EVENTS OR CIRCUMSTANCES AFTER SUCH DATE OR TO REFLECT THE OCCURRENCE OF UNANTICIPATED EVENTS.

