



CONCEPTUAL RENDERING

# CALIBER

## Pickleball at Riverwalk Fund

### FOR ACCREDITED INVESTORS

INVESTMENTS IN CALIBER PRIVATE PLACEMENTS CAN LOSE THEIR ENTIRE VALUE, ARE ILLIQUID AND ARE SPECULATIVE. REFER TO THE PRIVATE PLACEMENT MEMORANDUM (PPM) FOR MORE DETAILED DISCUSSION OF RISK FACTORS. SECURITIES OFFERED THROUGH TOBIN & COMPANY SECURITIES ( MEMBER FINRA/SIPC )

**JULY 2024**

This presentation includes statements concerning the Company's expectations, beliefs, plans, objectives, goals, strategies, assumptions of future events, future financial performance, or growth and other statements that are not historical facts. These statements are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. In some cases, readers and the audience can identify these forward-looking statements through the use of words or phrases such as "estimate," "expect," "anticipate," "intend," "plan," "project," "believe," "forecast," "should," "could," and other similar expressions. Forward-looking statements involve risks and uncertainties that may cause actual results or outcomes to differ materially from those included in the forward-looking statements. Any forward-looking statement speaks only as of the date on which such statement is made, and the Company undertakes no obligation to update the information contained in any forward-looking statements to reflect developments or circumstances occurring after the statement is made or to reflect the occurrence of unanticipated events.

**The Company's expectations, beliefs, and projections are expressed in good faith and are believed by the Company to have a reasonable basis, but there can be no assurance that management's expectations, beliefs, or projections will result or be achieved or accomplished. Factors that may cause actual results to differ materially from those included in the forward-looking statements include, but are not limited to, factors affecting the Company's ability to successfully operate and manage its business, including, among others, title disputes, weather conditions, shortages, delays, or unavailability of equipment and services required in real estate development, property management, brokerage and investment and fund operations, the need to obtain governmental approvals and permits, and compliance with environmental laws and regulations; changes in costs of operations; loss of markets; volatility of real estate prices; imprecision of property valuations; environmental risks; fluctuations in weather patterns; competition; inability to access sufficient capital from internal and external sources; general economic conditions; litigation; changes in regulation and legislation; economic disruptions or uninsured losses resulting from major accidents, fires, severe weather, natural disasters, terrorist activities, acts of war, cyber attacks, or pest infestation; increasing costs of insurance, changes in coverage and the ability to obtain insurance; and other presently unknown or unforeseen factors. Other risk factors are detailed from time to time in the Company's reports filed with the Securities and Exchange Commission.**

In addition to financial measures calculated in accordance with generally accepted accounting principles ("GAAP"), this presentation contains certain non-GAAP financial measures. The Company believes that such non-GAAP financial measures are useful because they provide an alternative method for assessing the Company's operating results in a manner that is focused on the performance of the Company's ongoing operations, for measuring the Company's cash flow and liquidity, and for comparing the Company's financial performance to other companies. The Company's management uses these non-GAAP financial measures for the same purpose, and for planning and forecasting purposes. The presentation of non-GAAP financial measures is not meant to be a substitute for financial measures prepared in accordance with GAAP. This information does not constitute an offering of, nor does it constitute the solicitation of an offer to buy securities of the Issuer. This information is provided solely to introduce the Issuer to the recipient and to determine whether the recipient would like additional information regarding the Issuer and its anticipated plans. Any investment in the Issuer or sale of its securities will only take place pursuant to an appropriate, private placement memorandum and a detailed subscription agreement. This information is confidential and may not be distributed to any other person without prior written consent.

**An investment is suitable only for persons of substantial net worth that are willing, and have the financial capability, to bear the economic risk of an investment for an indefinite period of time. Past performance is not necessarily indicative of future results and there is no assurance that the offering will achieve its objectives or avoid significant losses. There is no public market for the securities and the Issuer is not required to redeem the units. Investors should consult their own financial professional for advice specific to them. Circumstances may exist where potential conflicts of interest exist between the Investor, Advisor, Sponsor, and affiliates in connection with the management and operation of the offering. This offering may be subject to volatility of public securities that may impact the net asset value (NAV) and total return due to market risk. The use of borrowed funds to leverage investments involves a higher degree of financial risk and may impact performance. Also, the ability to obtain financing or adverse economic/property conditions impacting debt strategies can affect returns.**

**Direct and indirect purchase of real property and commercial real estate involves significant risk, including, market risks, risks related to the sale of land, risks specific to a given property, principal risk and liquidity risk. These Real estate risks included, but are not limited to regulation and zoning, economic conditions, financial resources of tenants, changes in interest rates and availability of mortgage funds, casualty losses, decreased property values, development and construction risks, and acts of God.**

Securities offered through Tobin & Company Securities (Member FINRA/SIPC)

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CALIBER

NOT PART OF THE FUND

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**CALIBER**

WHO WE ARE

# Company Overview

YEAR FOUNDED ————— 2009

HEADQUARTERS ————— Scottsdale, AZ

**Caliber provides high-net-worth individuals and the investment advisers who serve them access to sophisticated, private real estate investments that have been traditionally reserved for institutions.** It is Caliber’s mission to build wealth for and with our investors while transforming the assets and communities we touch.

## Nasdaq: CWD

Caliber is a public sponsor of private real estate investments

## 15 Years in Business



Caliber is proud to have been an INC. 5000 honoree for seven consecutive years\*

( 2014, 2015, 2016, 2017, 2018, 2019, 2020 )

\*To be eligible for the Inc. 5000, a company must be privately owned, US-based, and independent. To qualify for 2020, revenue must have started by March 31, 2016, with revenue no less than \$100,000 in 2016 and revenue no less than \$2MM in 2019, with 2019 revenue exceeding 2016 revenue. To view a list of the official rules visit [www.inc.com/inc5000/apply/guide](http://www.inc.com/inc5000/apply/guide)

# Caliber Executive Leadership

## Experienced & Aligned Executive Leaders

**Chris Loeffler**

Chief Executive Officer & Co-Founder

**Jennifer Schrader**

President & Co-Founder

**Ignacio Martinez**

Chief Operating Officer

**Jade Leung**

Chief Financial Officer

**Roy Bade**

Chief Development Officer

**John Hartman**

Chief Investment Officer

**Yaron Ashkenazi**

Head of Hospitality

**George Pace**

EVP, Wealth Development

- Scaled Caliber to \$2.9 billion in AUM and AUD, more than 2,000 customers and over 80 employees
- Broad expertise spanning strategy, capital raising, new product development, real estate investing and development, strategic partnerships, operations, capital markets, sales and marketing
- Entrepreneurial, growth mindset coupled with a contrarian approach
- Aligned with shareholders - ~50% stock ownership, including Co-Founders

# What Our Investors Have to Say



Caliber is one class act. Chris Loeffler is one of the most honest and trustworthy business leaders I have met, and he has built a strong leadership team to support the goals of their investors, building wealth for generations to come.”

**BILL DUSTER**  
CALIBER INVESTOR



I have made several investments with them in their equity funds. [They have] always delivered on or exceeded my expectations. Being a sophisticated and experienced real estate investor, I appreciate the hassle-free way of being able to invest in their deals.”

**JAMES DELL**  
CALIBER INVESTOR



I've been an investor in Caliber for a few years, experienced in real estate investing, and found the Caliber approach to be proactive but careful, just the way I would do it. I work with Ted Aust, who is resourceful and a good communicator. I can recommend Caliber to accredited long term investors, or others seeking diversification from the public markets.”

**MARK PUMFORD**  
CALIBER INVESTOR



I like working with Caliber and Greg Talcott is my “go-to” guy. I will be doing business with Caliber for a long time. Rating 10 out of 10!”

**GEORGE LEE**  
CALIBER INVESTOR



Solid company, solid service, great diversity of deals for alternative real estate investments. Local presence in AZ enables them to keep their collective finger on the pulse of our community pursuing potential opportunities in the Southwest.”

**PETER GOEBL**  
CALIBER INVESTOR

These testimonials may not be representative of the experience of other customers and there is no guarantee of future performance or success.

Investments in private placements can lose their entire value, are illiquid and are speculative. Refer to the private placement memorandum (PPM) for more detailed discussion of risk factors.

CALIBER



CONCEPTUAL RENDERING

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# Pickleball at Riverwalk Fund

STRATEGY





# 4 Investment Strategies



## CORE

**The most conservative blend of risk and return.**

Property tends to be well-built in a great location with little deferred maintenance requirements and high-quality tenants already in place on long-term leases.



## CORE PLUS

**Properties that provide an opportunity to create value by reducing risk, improving cash flow, or both by overcoming whatever challenges prevented the asset from being characterized as Core.**

Includes properties with a good—not great—location, historically stable income, high-quality tenants, slightly dated finishes, and low to moderate vacancy rates.



## VALUE ADD

**The goal with value-add is to find properties priced below the market that need some work to restore their value.**

Commonly, value-add properties that have little to no cash flow at acquisition. Properties are in fair to good locations, dated finishes, medium to high vacancy levels, and some amount of deferred maintenance that must be addressed.



## OPPORTUNISTIC

**The opportunistic category typically represents the highest risks and rewards.**

There is greater risk in buying less-established companies; however, the upside can be significantly higher than the other 3 strategies. This can include developing something from scratch (ground-up development), repurposing a building from one use to another (adaptive reuse), and / or winning entitlements for raw land.

# Why Invest Now?

## Investment Highlights

### Best-in-Class Facility

PURE Pickleball & Padel at Riverwalk is set to become one of the largest and most advanced pickleball facilities in the United States, spanning an impressive ±186,423 square feet.

The facility is expected to attract significant interest from pickleball enthusiasts across the country, making it a premier destination for the sport.

### Strategic Location

Situated just off the 101 Freeway and East Via de Ventura in Scottsdale, the facility benefits from exposure to over 159,000 vehicles daily.

Located near major attractions such as the Arizona Diamondbacks and Colorado Rockies Spring Training facilities, OdySea Aquarium, Top Golf, and Talking Stick Resort, the location ensures high foot traffic and accessibility.

### Opportunistic Return Profile

Investors have the opportunity to earn opportunistic returns with equity ownership of both the real estate and operating business of Pickleball at Riverwalk.

# Popularity of Pickleball\*

## Key Pickleball Stats for 2024



**36.5 Million**  
Number of pickleball players in the US



**223.5%**  
Pickleball's growth rate over the last 3 years



**18-34**  
The largest age bracket of pickleball players (28.8% of total)



**13,969**  
Number of places to play pickleball in the US



**\$152.8 Million**  
Pickleball paddle market size in 2021

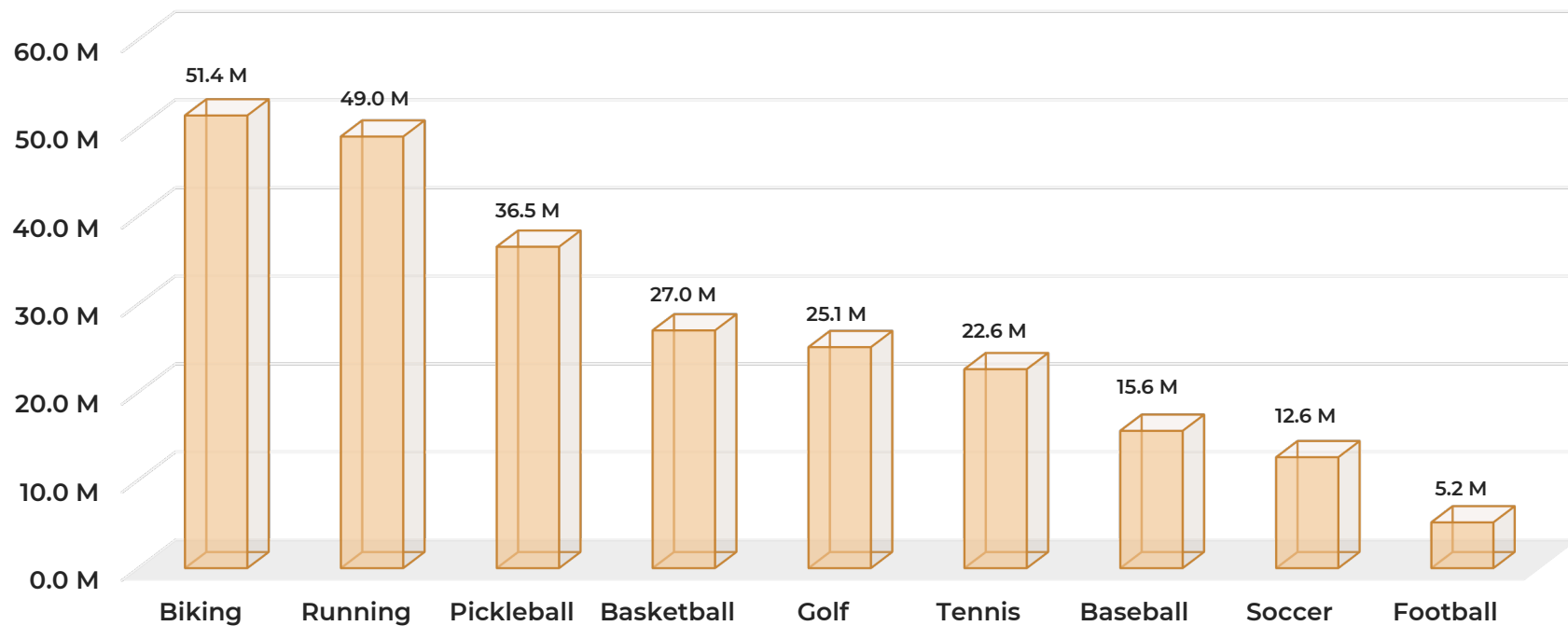


**7.7%**  
Forecasted compound annual growth rate through 2028

\*<https://www.pickleheads.com/blog/pickleball-statistics>

# Popularity of Pickleball\*

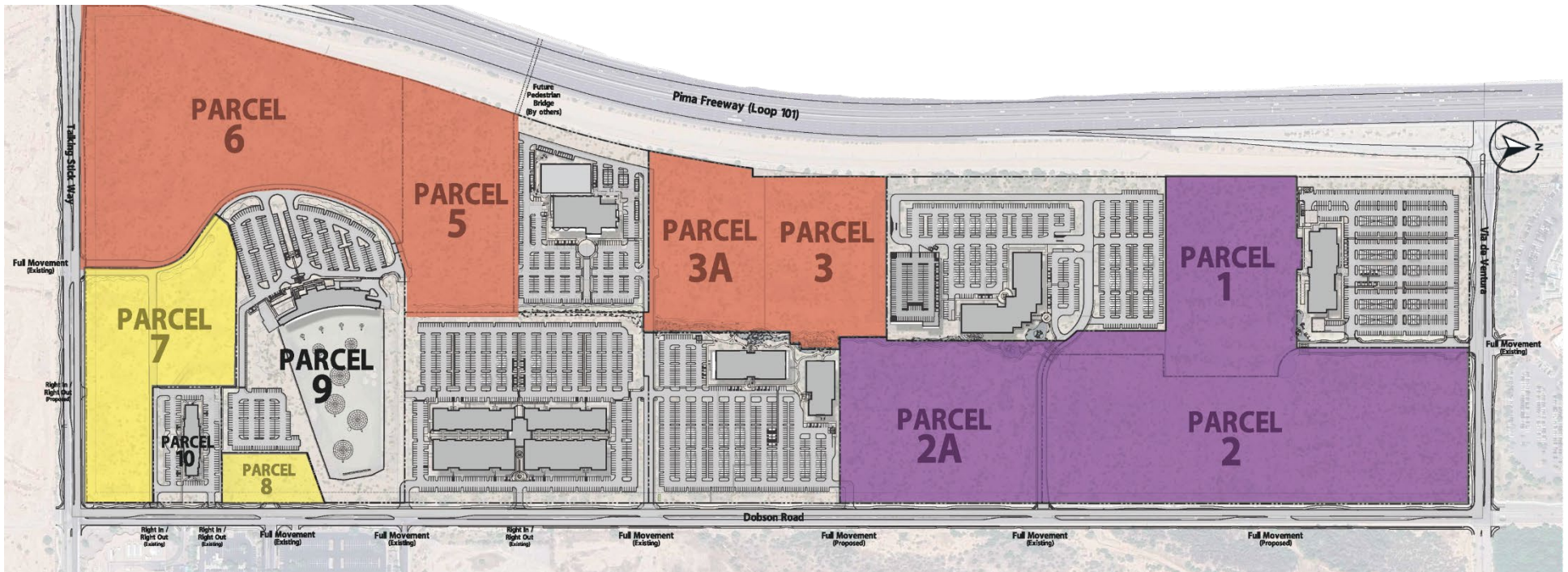
## Participation Rates for Popular Sports and Activities



\*<https://www.pickleheads.com/blog/pickleball-statistics>

# Riverwalk Development Plans

## Tenant Mix



Key:  The Vibe Zone  Mixed-Use Entertainment/Culinary Zone  The Sports Village Zone

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# Riverwalk Development Plans



## Master Site Plan Zones

### Vibe Entertainment Zone

Popular tourist destinations, attractions, and entertainment districts that offer a wide array of entertainment options, including theaters, museums, experiential retail, nightlife venues, and cultural experiences. The development prioritizes creating a social and inclusive atmosphere where guests can gather, socialize, and enjoy leisure activities together.

The facility layout fosters player interaction, featuring communal seating areas outdoor patios, and event spaces for hosting parties and special events, along with lodging options for overnight stays for visitors.

### Mixed Use Entertainment/Culinary Zone

Culinary zone is intended to serve as a focal point, providing residents with convenient dining options, gathering spaces, and amenities within walking distance. May have designated areas or events where food trucks and pop-up markets gather to offer a variety of cuisines and culinary experiences.

The zone will provide opportunities to enjoy mess in open-air settings, people-watch, and experience the energy of the surrounding urban environment.

Restaurant owners are encouraged to form associations or partnerships to collectively promote their district, and share resources. These collaborations can lead to coordinated marketing efforts, special events, and initiatives aimed at enhancing the overall dining experience for customers.

### Sports Village Zone

A sports village is a comprehensive sports-oriented development that typically combines a variety of athletic facilities, recreational amenities, and commercial establishments within a single integrated complex or area. The concept of a sports village aims to create a vibrant and sustainable environment where athletes, sports enthusiasts, residents, and visitors can live, train, compete, and socialize. This would include both youth sports, club events, and weekend tournaments. The area will also include a mix of experiential retail and commercial users.

# Caliber Riverwalk Development

## Area Attractions



Talking Stick Resort



TOPGOLF



LOOP 101

MEKESSON

**Old Town Scottsdale**

- 15+ Resorts & Hotels
  - 150+ Restaurants & Bars
  - 96 Art/Event Venues
  - 4.2MSF Retail
  - 8.5K+ Multifamily Units
  - 2,477 Keys
- 

PURE pickleball & padel

Progress Residential



SALT RIVER FIELDS AT TALKING STICK HOME TO:



159,000 vehicles per day along highway 101\*

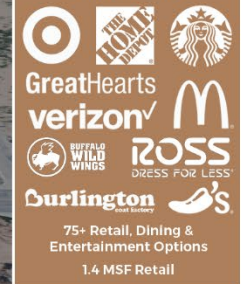
nextiva Corporate HQ

**CALIBER**  
Riverwalk Development

KATERRA



**The Pavilions**  
AT TALKING STICK

- 
- 75+ Retail, Dining & Entertainment Options  
1.4 MSF Retail



**The Shops**  
AT CALENDAR STICK



**THE BLOCK**  
AT PIMA CENTER



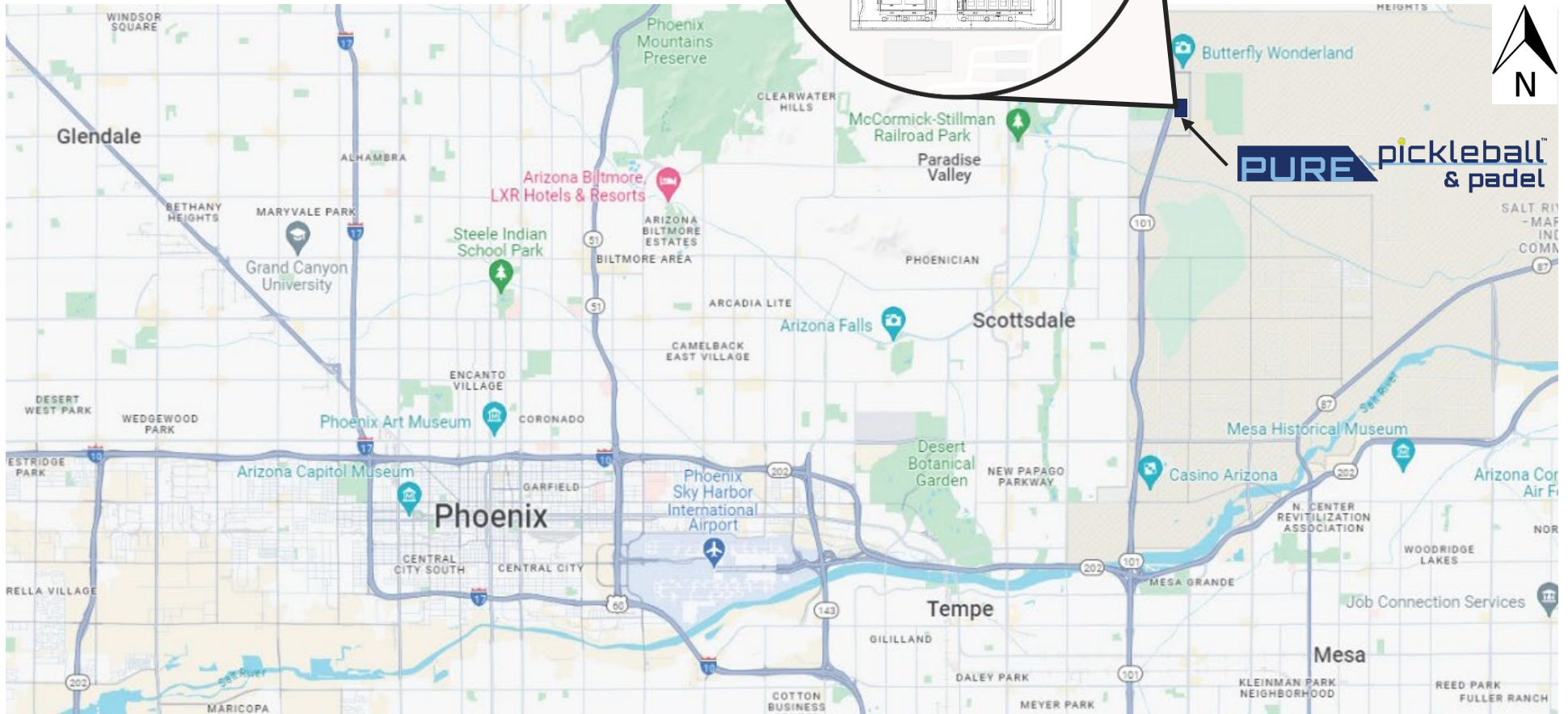
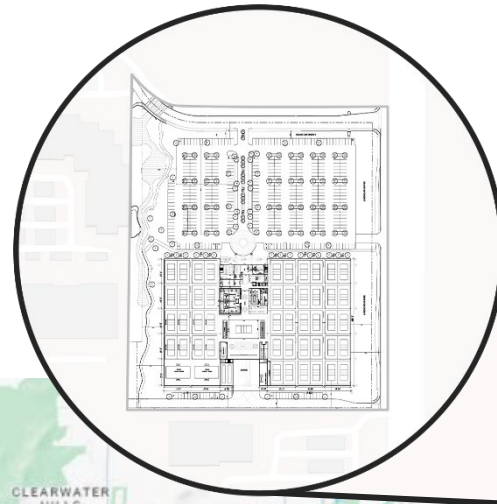
60,000+ SF Retail



\*CoStar Data.

= Caliber Properties
  = Retail
  = Office
  = Entertainment
  = Other
  = Pickleball at Riverwalk

# Area Highway Map



**PURE** pickleball™ & padel





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# Pickleball at Riverwalk Fund

OVERVIEW

# Project Overview

Caliber is partnering with PURE Pickleball & Padel to co-develop a world-class pickleball facility near Talking Stick Resort & Casino in Scottsdale, Arizona.

The Pickleball at Riverwalk Fund exists for the single purpose of investment in this business and real estate, meaning qualified investors can invest in this pickleball venture directly.

## Key Stats:

- +11.44-acre site at Riverwalk
- ±186,423 sf indoor pickleball club
- 50 indoor courts, including 48 Pickleball courts, a Championship court, a special event court, and two Padel courts
- The Championship court has 228 seats with space to seat another 800+ with temporary bleachers for tournaments and events

## Other Amenities:

- Fitness center
- Pro-shop
- Locker rooms
- Teen room
- Restaurant
- Specialty space for VIP and corporate events
- A membership-based club with designated play open to the public

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LOCKER ROOM



CHAMP COURT

# PURE Pickleball & Padel, Co-Founders



**KEVIN J. BERK**  
GM, Operations, & Programs

Founder and CEO of AZ on the Rocks - Indoor Climbing, Inc. (started 2004; sold in 2022).

Kevin brings 18 years of experience in family entertainment, a connection to the community (lived/worked in Scottsdale since 1973), and a passion to grow the sport of pickleball. Most importantly, he's an energetic dad to 7 kids!



**BRETT W. WARNER**  
Partnerships, Pro Shop & Events

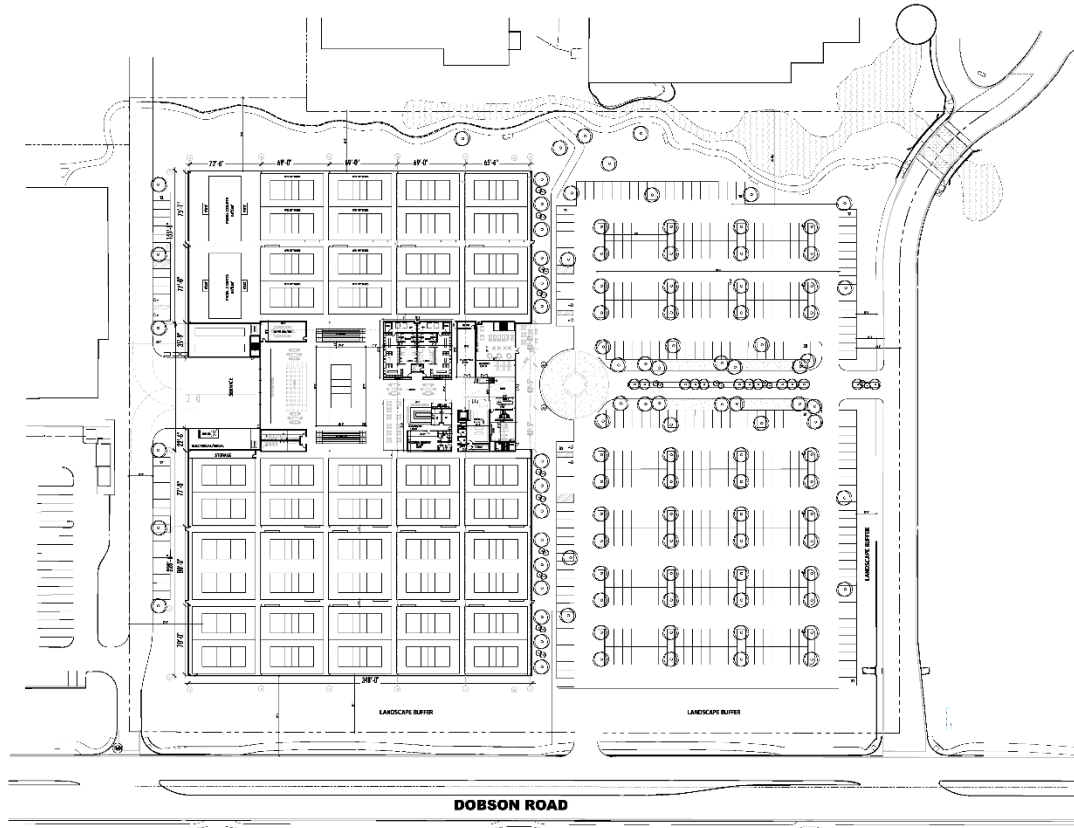
15 years experience in healthcare management consulting; specializing in joint ventures and strategic vendor partnerships.

Pickleball highlights:

- Pickleball Pro #45 World '22
- 5x National Champion (skill/age)
- Pro Coach - Scottsdale Scorchers



# Property Plans



CONCEPTUAL SITE PLAN

## PROJECT DATA

**COURTS**  
 PRIMARY COURTS: 46  
 CHAMPIONS COURT: 1  
 LEVEL 2:1

TOTAL PICKLEBALL COURTS: 48  
 TOTAL PADEL BALL COURTS: 2

EAST COURT BUILDING: 79,209  
 WEST COURT BUILDING: 53,111

**CLUB HOUSE:**  
 LEVEL 1: 17,743 SF  
 CHAMPION COURT: 16,418 SF

LEVEL 2: 15,377 SF  
 VIEWING DECKS: 4,565 SF

ROOFTOP: 10,230 SF

TOTAL SF: 196,653 SF

TOTAL PARKING: 425



**LEVEL 01**

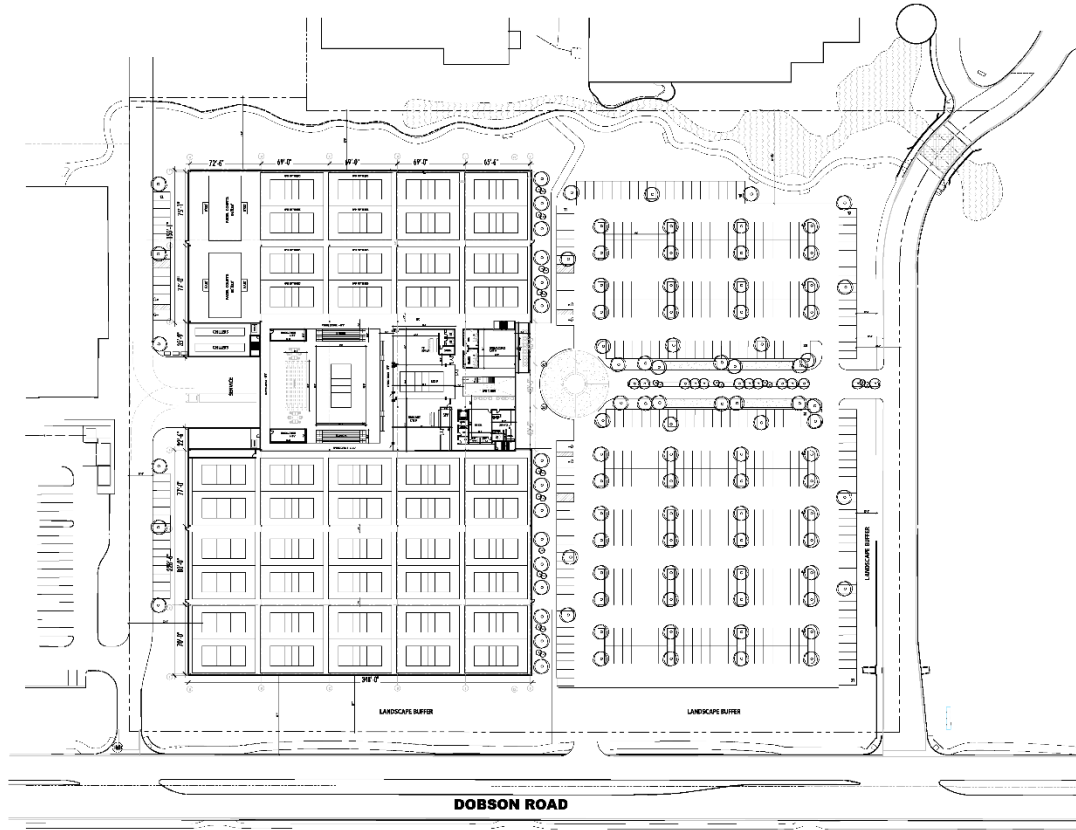
24102-6-05-24



## PURE PICKLEBALL AT TALKING STICK- SRPMIC, Arizona

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# Property Plans



CONCEPTUAL SITE PLAN

10' 140' 180' 120' 100' NORTH

LEVEL 02

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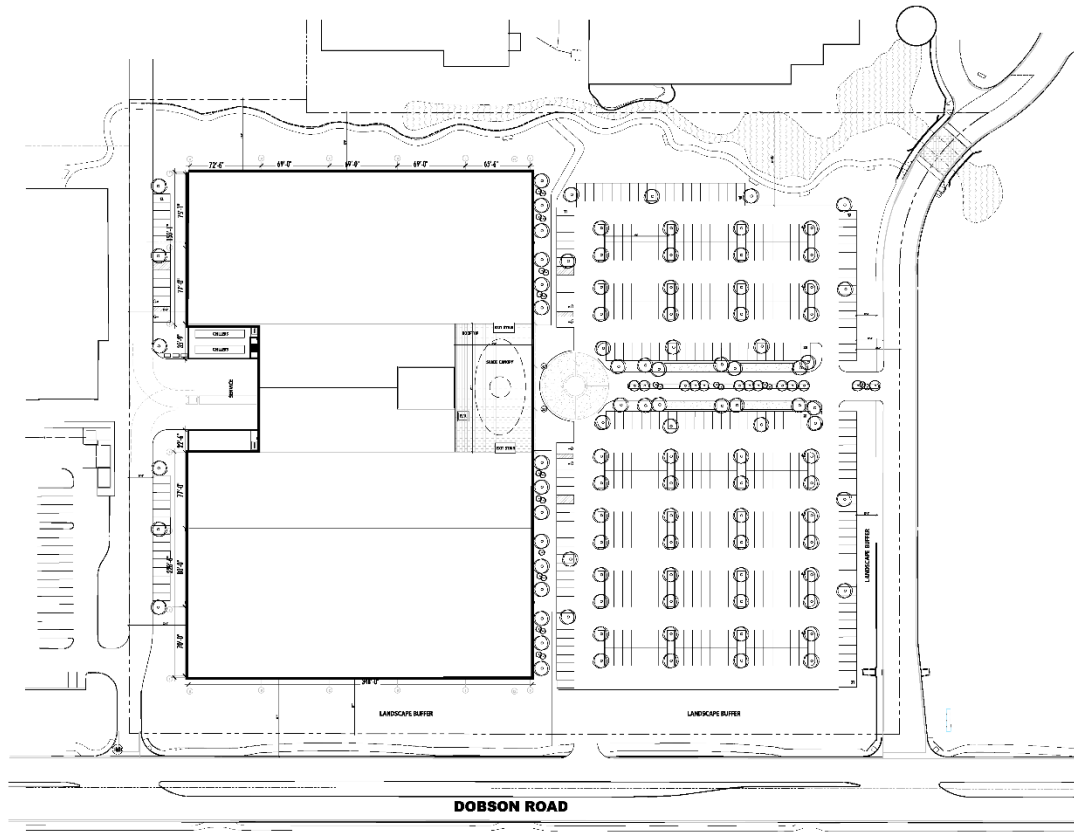


## PURE PICKLEBALL AT TALKING STICK- SRPMIC, Arizona

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# Property Plans



CONCEPTUAL SITE PLAN

10' 140' 180' 120' 100' NORTH

ROOFTOP

22176-6-05-24

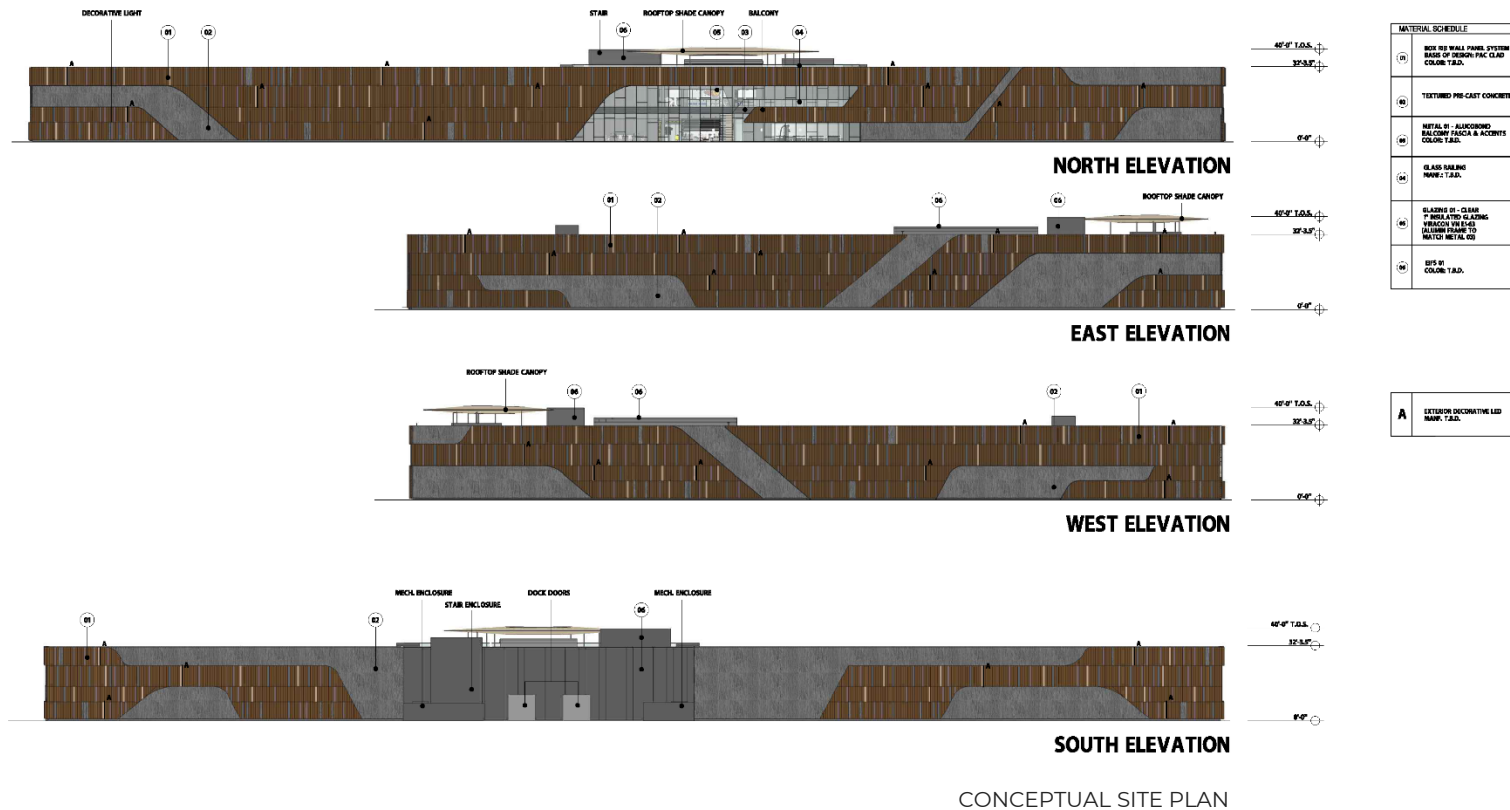


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# Conceptual Elevations



PURE PICKLEBALL AT TALKING STICK- SRPMC, Arizona

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**CONCEPT ELEVATIONS**

6-18-2024



# Property Renderings





# Property Renderings



# Property Renderings



# Property Renderings



# Property Renderings



CALIBER



CONCEPTUAL RENDERING

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# Pickleball at Riverwalk Fund

TERMS



# Investment Terms & Waterfall

## INVESTMENT TERMS

Maximum Raise	\$22,000,000*	Anticipated Hold Period	10 years
Minimum Investment	\$100,000	Management Fee	1.5%
Class B Preferred Return	6%** Annualized, non compounding	Initial Price Per Unit	\$1,000

## INVESTMENT WATERFALL

### Cash Flow from Operations – FundCo\*\*\*

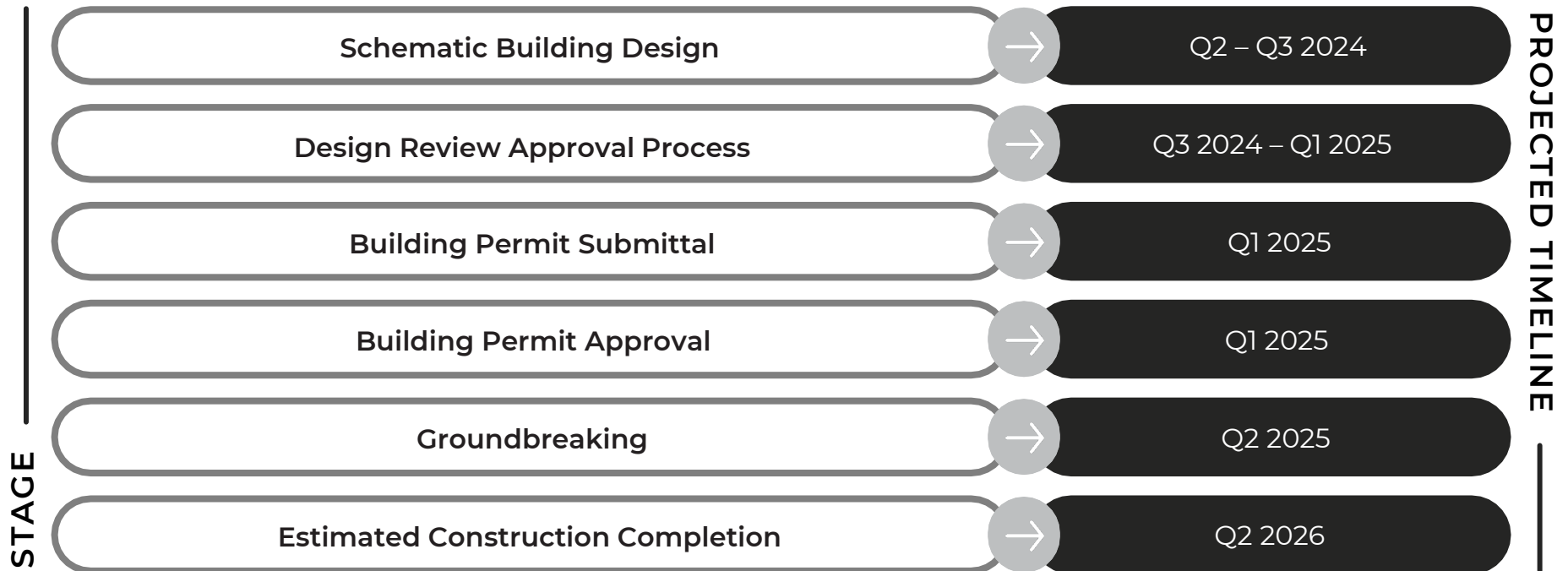
- First, 100% to the equity investors of the FundCo until such holders have received amounts equal to a 6% preferred return, pro rata;
- Second, (i) 70% to the equity investors of the FundCo until such holders have received a 15% IRR and (ii) 30% to GP or its affiliate;
- Third, (i) 60% to the equity investors of the FundCo until such holders have received a 18% IRR and (ii) 40% to GP and its affiliate; and
- Thereafter, (i) 50% to the equity investors of the FundCo, and (ii) 50% to GP or its affiliate.

### Cash Flow from Operations – Class B Investors\*\*\*

- First 100% to the holders of Units until such holders have received amounts equal to a 6% preferred return, pro rata based on the accrued and unpaid preferred return due and owing to the investors.
- Thereafter, 100% of the proceeds are distributed pro rata to the holders of the Units.

\* The Maximum Raise Amount may be increased as determined in the reasonable discretion of the Manager but only to the extent such additional amounts raised are used for the purpose of further entitling and developing the Project in accordance with the development plan reasonably adopted by the Manager. | \*\* The 6% Preferred Return is not guaranteed. | \*\*\* Waterfall shown is for Cash Flow from Operations only. Please see Private Placement Memorandum for complete waterfall for Cash Flow from Operations and Cash Flow from Sale or Refinance.

# Pickleball at Riverwalk: Chronology/Business Plan



These figures are just estimates and there is no guarantee that they will be met.

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CONCEPTUAL RENDERING

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# Pickleball at Riverwalk Fund

HOW TO INVEST





# Have Questions?

## Connect with your Wealth Development Representative



**GREG TALCOTT**  
Managing Director of Sales  
[greg.talcott@caliberfunds.co](mailto:greg.talcott@caliberfunds.co)



**CONOR DONOHUE**  
VP of Wealth Development  
[conor.donohue@caliberfunds.co](mailto:conor.donohue@caliberfunds.co)



**BRION CRUM**  
VP of Wealth Development  
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**DIMITRI UHLIK**  
VP of Wealth Development  
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**TED AUST**  
VP of Wealth Development  
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**DERECK GREY, CFP®**  
VP of Wealth Development  
[dereck.grey@caliberfunds.co](mailto:dereck.grey@caliberfunds.co)

 **Contact your representative for step-by-step white glove investment assistance**

Securities offered through Tobin & Company Securities, ( Member FINRA/SIPC ) | Check the background of this firm and its registered representatives at <https://brokercheck.finra.org/>

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