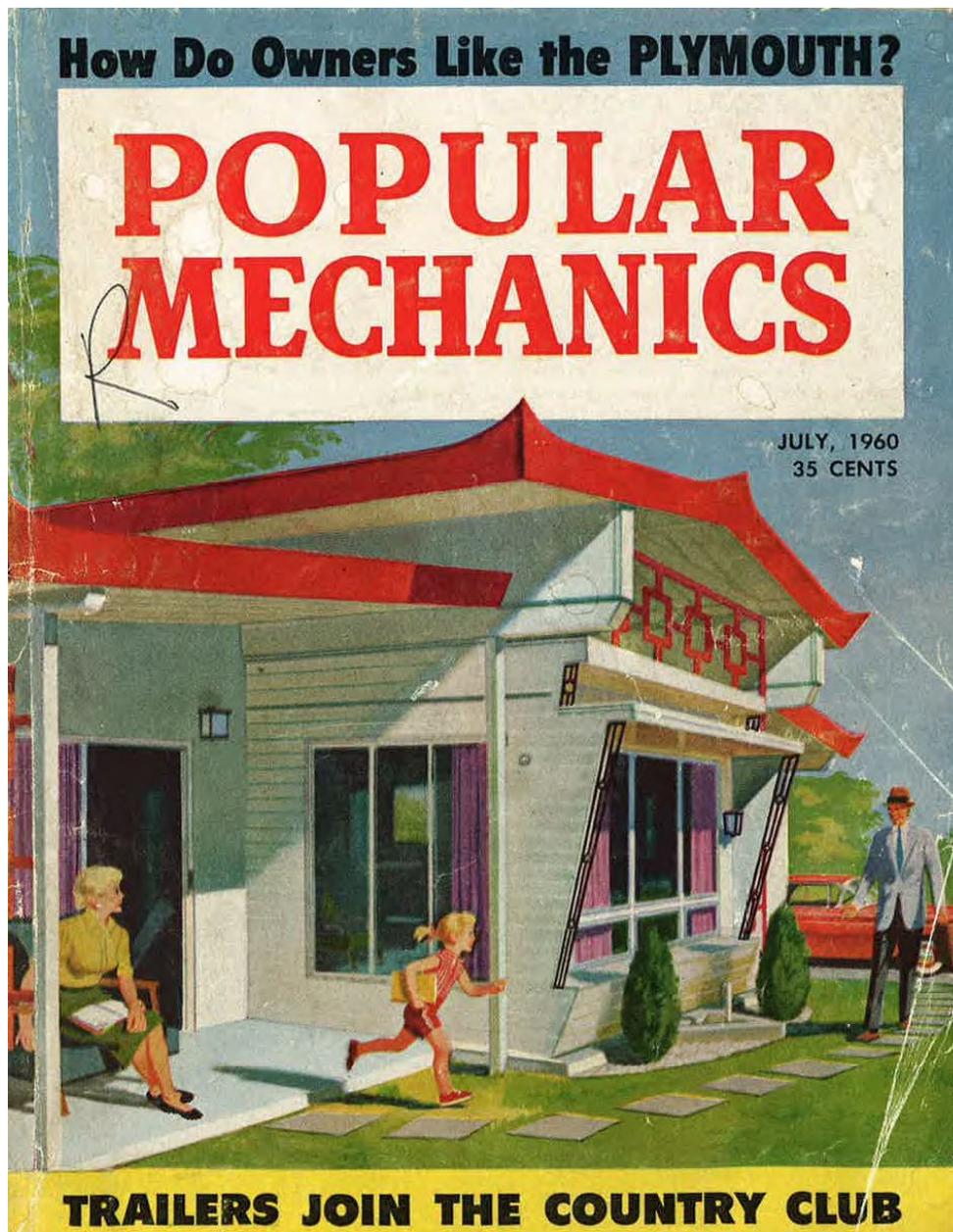




ROC USA Capital

**May 21, 2021:
Northern Colorado Briefing**





“Travel trailers morphed into permanent housing without any evolution of the underlying business models.”

ROC USA[®]

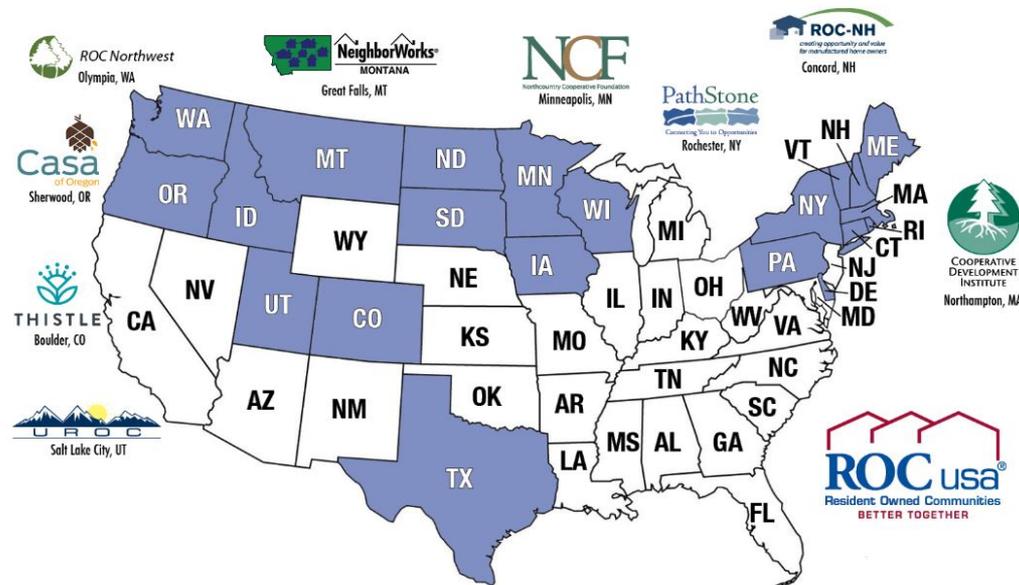
ROC USA[®] makes resident ownership viable and successful nationwide through expert assistance, commercial financing and Member Services.

ROC USA Network and currently 10 certified TA providers provide:

- Opportunity
- Expert Assistance
- Post-purchase training and Member Services
- www.myROCUSA.org

ROC USA Capital provides:

- Pre-development financing
- Acquisition/Permanent and Const./Perm loans





Resident Owned Communities (ROCs or co-ops)

Market-rate:

- Predominately in FLA
- High co-op share values

Limited-equity:

- 17 states, \$17,900 homes, 263 ROCs
- Low share values (\$100 - \$1000)
- Site fees rising .9% per year compared to 3.9% in commercial communities. On average, \$32 below market after 5 years.
- No ROC in Network has ever closed, resold or lost their community.





ROC USA CAPITAL UPDATE

Inception Through 4-30-2021

<u>ROCs Financed:</u>	92 (16 States)
<u>Homes Preserved:</u>	7,617 (84 per MHC avg.)
<u>Perm. Loans Originated:</u>	\$300 million (\$3.16MM avg.)
<u>Participations Sold:</u>	\$ 210 million (70%)
<u>ROC USA Capital Retained:</u>	\$ 90 million (30%)
<u>Pre-Dev. Loans Originated:</u>	\$ 6.5 million (100 MHC)
<u>Low Income (80% AMI):</u>	87.00%
<u>Very Low Income (50% AMI):</u>	60.00%



2008-2019: Impact & Total Capital

- Each ROC financed assessed 5 yrs. into Resident Ownership on Lot Rents
 - 36 ROCs assessed to date
 - 28 at or below market lot rents for area
 - Avg. Savings to Market \$28/mo. (3%-27%)
 - All while funding Cap. Improvements

Ownership Breeds Investment

“We now are the owners of this park and the only thing it can do now is get better.”

ELIAS MONTEMAYOR

Horizon Homeowners Cooperative, McMinnville, OR.



Economic Security

“People are no longer tenants, they’re owners — and that makes them feel good. The security is the very, very best part.”



JEAN STEWART

Hidden Village Cooperative, Olympia, Wash.



FINANCIAL PARTNERS



JPMorgan Chase Foundation



“We met the ROC USA team and concluded that they’ve got a great business model and a great opportunity.”



— Dan Letendre

*Director of Community Lending and Investing,
Bank of America*



Bank of America



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Frontlines of Social Change Worldwide*

