

Launch Development Finance Advisors
Selected Strategies to Impact Internal Rates of Return

	Description		Impacts		
			Margin (1)	Velocity (2)	Duration (3)
1	Consider the use of land purchase options and/or a joint venture structure to limit the amount of initial land investment	Initial Purchase		X	X
2	Outline Company/Project Business Plan (The Launch Plan)	Planning	X	X	X
3	Add favorable financing language to Pre-Annexation and/or Development Agreements.	Entitlement	X	X	X
4	Review all previous legal / entitlement agreements to ensure all reimbursable costs have been received or engage Launch to conduct The Lookback Diagnostic Review	Entitlement	X		
5	Request jurisdiction/agency to fund infrastructure	Entitlement	X		
6	Request jurisdiction to pay its prorata share of oversizing charges	Entitlement	X	X	
7	Require benefiting land owners to pay for their prorata share of infrastructure	Entitlement	X		
8	Reduce, Eliminate or Defer (The RED Analysis) Infrastructure spending requirements	Entitlement	X	X	X
9	Maintain flexibility with very broad language in development agreements to allow for changing market conditions over the project's life cycle.	Entitlement	X	X	X
10	Request reimbursement of eligible infrastructure costs via property tax increment	Entitlement	X	X	X
11	Request reimbursement of eligible infrastructure costs via transaction privilege tax reimbursements	Entitlement	X	X	X
12	Partner with reputable companies, consultants and builders and benefit from their expertise and experience.	Entitlement / Construction	X	X	X
13	Reduce Borrowing Costs	Financing	X		
14	Competitively Bid Construction Projects to reduce costs.	Construction	X		
15	Consider performance bonus' for early completion of infrastructure	Construction		X	X
16	Improve construction efficiencies and optimize construction times lines to bring projects to market sooner	Construction		X	X
17	Create Special Districts to finance public infrastructure	Special District	X	X	X
18	Maximize Special District bond funding via The Market Driven Bond Sizing	Special District	X	X	

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19	Maximize Special District financing alternatives using The Eligible Cost & Fee Analysis	Special District	X	X	X
20	Construct public infrastructure with special district bond proceeds	Special District	X	X	X
21	Using The Launch Reimbursement System to accelerate the receipt of Special District bond reimbursements	Special District		X	X
22	Utilize The Forward Funding MUD Launch Bond (Tax Exempt - Texas Only)	Special District	X	X	X
23	Utilization of The Land Secured Launch Bond (Taxable - All States)	Special District		X	X
24	Establish Development Impact Fee Service ("DIF") Area to finance public infrastructure not funded and/or reimbursed via a Special District	Development Impact Fees	X	X	
25	If constructing DIF eligible public infrastructure, determine that all appropriate DIF credits are being received.	Development Impact Fees	X	X	
26	Add favorable appraisal valuation methodology language in development / financing agreements to ensure highest land valuations	Entitlement / Special District		X	X
27	Structure lot sales to allow for value creation via sharing a percentage of home sales prices above certain return thresholds	Lot Sales	X		

Footnotes

- (1) Increase the gross margin of land / lot sales that flow into the cash flow.
- (2) Increase the speed of cash receipts in to the cash flow.
- (3) Shorten the timeframe in which project revenues are to be received.