

INDIANA DUNES CLUB
THE LAKE MICHIGAN ESTATES

Own a lot in the *next Beachwalk.*

A \$200,000 convertible note that pays 8% preferred, guaranteed by BWV Partners, and converts into an Indiana Dunes Club lot at a 20% discount.

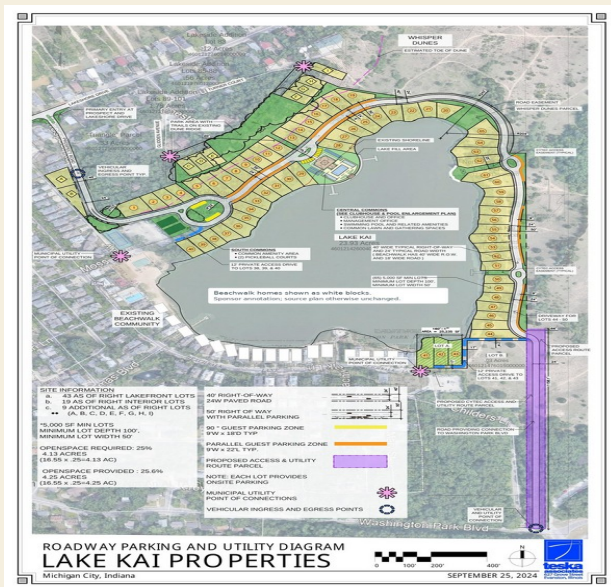
INVESTOR PROFILE

Beachwalk homeowner • \$200K per investor • 2-year term
8% preferred • 20% lot discount • BWV Partners guaranteed



THE SITE • LAKE KAI MASTER PLAN (TESKA, 2024)

71 fee-simple single-family lots. One private lake.
You can see it, walk it, and pick your lot.



Teska master plan, Sept 25 2024

WHAT YOU'RE PICKING FROM

71 fee-simple lots

Single-family, platted, entitled. By-right under Ord. 4138 — no rezone, no variance, no discretionary approval to close.

One private lake

Fully stocked. Retained by the sponsor and licensed to the HOA — anchors every home price on the plat.

Common areas retained

Trails, pier, pavilion, putting green, firepit terrace, pool amenity — all sponsor-owned, HOA-licensed.

5-lot blackout for retail

Front-row lake and cul-de-sac anchors are reserved for retail buyers. You pick from the remaining 66.

THE DESIGN UPSIDE • WHY YOUR 20% DISCOUNT COMPOUNDS

The base case is as-of-right. *The upside is design.*



Doug Farr, FAIA — three design-opportunity zones across the Lake Kai frontage

FIVE PRINCIPLES TO PERFECT THE PLAT

- I. Coherent entry experience.** Designed arrival that signals premium from the road (Alys Beach reference).
- II. 15 MPH streets & urbanism DNA.** Narrow, jiggy-jaggy streets — the walkable character that makes early Beachwalk trade at a premium.
- III. Variable lot sizes: 5,000–8,000 sf.** Smaller urban lots at amenity nodes, larger estate lots at the shoreline. Different price points, same 71 lots.
- IV. Double-lot / guest-house option.** Market select lots as combinable doubles — side yard now, resale second lot later. Premium at first sale and again at second.
- V. Shoreline drama & open-space premium.** Well-designed parks, trails, and shoreline alteration on the retained lake produce the 10–25% peer-study sales premium.

What this means for your note: Your 20% discount is priced off the **as-of-right base case**. Any design lift the sponsor executes (10–25% peer study) is upside on top of your entry price — not something you have to pay to get.

THE OZ PATH · A PARALLEL OPTION FOR CAP-GAIN INVESTORS

If you're sitting on a capital gain,
the same lot can be an OZ investment.

30%

Rural OZ step-up

OZ 2.0 basis step-up after 5-year hold (rural QOZBP)

10yr

Tax-free exit

Zero federal tax on appreciation after a 10-year hold

\$1M

Minimum

Rural QROF; 180-day capital-gain reinvestment window

HOW IT WORKS FOR YOU

1. You realize a capital gain (business sale, stock, real estate).
2. Within 180 days you reinvest the gain into the Indiana Dunes Club QROF (\$1M min).
3. Federal tax on that gain is deferred until Dec 31, 2033
4. After 5 years, 30% basis step-up (rural OZ 2.0 rate).
5. After 10 years, zero federal tax on all Indiana Dunes Club appreciation at exit.

WHY INDIANA DUNES CLUB QUALIFIES

Rural QOZ tract. Michigan City Tract 411 gets the 30% rural OZ 2.0 step-up.
Original-use property. Vertical on raw land — clean QOZBP, no substantial-improvement test.
Active trade or business. Wanderlux 10-yr NNN master lease makes it an operating business, not a land hold.
Vetted structure. Cozen O'Connor (legal) + Baker Tilly (OZ tax).

Two ways in: the \$200K convertible note (this deck) or a \$1M+ Indiana Dunes Club QROF for OZ tax treatment. Same asset, same sponsor, different investor economics.

THE OPPORTUNITY

You already live the thesis.

Now own a piece of the next phase.

THE SITE

42 acres, 71 lots, one lake

Indiana Dunes Club is the next entitled phase of the neighborhood you already know — 71 fee-simple lots by-right under Ord. 4138, a private stocked lake, and the trails, pier, pavilion, pool, firepit and putting green that anchor the plat.

THE MARKET

Priced into Beachwalk already

Beachwalk — 200 homes since 2003, June 2026 median \$608/sf and \$1.07M.
Whisper Dunes — 10 homes sold out in 5 years, 2026 anchor at \$3.01M. Indiana Dunes Club's \$340K Y1 base lot sits at 17–21% land-to-value.

THE PROGRAM

71 lots, ~14/year, 5-year sellout

Beachwalk absorbed ~9 homes/year for two decades. Whisper Dunes cleared 10 in 4 years. Indiana Dunes Club's ~14/year is squarely inside the demonstrated envelope — and Wanderlux's master lease gives every buyer an income stream from day one.

THE VERTICAL

Wanderlux NNN master lease

Rob Harte's Wanderlux (140+ homes, \$6.5M annual gross) will master-lease every finished home on a 10-year exclusive NNN. That converts each lot into a yield-producing asset before a buyer signs — and it's Rob's entity BWW Partners that guarantees your note.

WHY INDIANA DUNES CLUB · YOU ARE THE COMP

You don't need a pitch on the market. *You live in it.*

PROVEN · RENTAL

Beachwalk Resort

200 homes · 2003 – today

\$608/sf

Last comp, June 2026

Amenitized rental resort. Homes have roughly tripled in value since 2003; 2026 median \$1.07M. Proves the rental resort demand and the appreciation curve you've seen from your front porch.

PROVEN · NON-RENTAL

Whisper Dunes

10 homes · 2017 – 2021

\$3.01M

Confirmed 2026 anchor sale

Non-rental luxury enclave one block over. Sold out in five years. 2025–26 closings at \$1.35M and \$3.01M anchor \$475–\$525/sf finished — the ceiling Indiana Dunes Club's pricing is anchored against.

NEXT GENERATION

Indiana Dunes Club

71 homesites · 2027–32

\$340K

Target lot price, Y1 base

Land-residual math: a \$1.6M–\$2.0M finished home in this submarket supports a \$340K lot at ~17–21% land-to-value. Your 20% discount gets you in at \$272K on the Y1 base — with a \$340K+ market by Year 2.

THE NOTE · TERMS

\$200,000 convertible note per investor
Guaranteed by BWWPartners.

2yr

Term

Matures Sept 2028

8%

Preferred

Accrues; quarterly cash optional

20%

Lot discount

Off fixed 2026 base price schedule

Issuer	Indiana Dunes Club Development LLC — the lot-and-infrastructure entity
Guarantor	BWW Partners LLC (Rob Harte) — principal + accrued 8% guaranteed
Use of proceeds	Horizontal infrastructure (roads, utilities, lake edge, amenities)
Conversion right	Convert any time in the 2-yr term into one lot at 20% off fixed 2026 base
Lot selection	Investor picks from the plat; 5-lot blackout list reserved for retail
Exit at maturity	Investor's choice: convert into a discounted lot, or take full cash payoff
Assignability	Note transferable with issuer consent; conversion right stays with holder

YOUR EXIT • TWO PATHS, BOTH WIN

You either own an Indiana Dunes Club lot at a 20% discount —
or you get 8% cash, guaranteed.

PATH A • CONVERT

Take the lot.

\$200,000 note → \$272,000 lot

You convert at 20% off the fixed 2026 base (\$340K), so your \$200K + \$72K balance closes a \$340K market lot. By Year 2 the escalator alone lifts that lot to \$360K+; by Year 5, \$420K+.

What you also get: first pick of the plat (5-lot blackout), the Wanderlux 10-year NNN income stream, the amenity package, and the appreciation curve you've already watched next door.

PATH B • CASH

Take the 8%.

\$200,000 note → ~\$233,000 cash

At 2-year maturity you elect a full cash payoff: principal + 8% accrued (roughly \$16K/year on a compounding basis).

Who's standing behind it: BWW Partners LLC (Rob Harte) guarantees the note. Same operator running Wanderlux next door — 140+ homes under management, \$6.5M annual gross — not a paper guarantor.

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