



# build enough housin...

17.8K Tweets



Tweets

Tweets & replies

Media



build enough ho... · 5/6/22 ...

So this happened today! We are launching our Wefunder today as well (and sold our first unit today). So excited, thank you everyone who has supported us so far! Our Wefunder is [Wefunder.com/paneltek](https://Wefunder.com/paneltek) - invest as much or little as you like!



← Articles, posts & more...

ty

Articles

Posts

Documents

Kurt

(He/Him) • You



Overmeyer

Real Estate Economics,  
Planning, Land Use and Coas...  
2mo • 🌐

Very proud to have been selected at <https://lnkd.in/gr2ZUGQu> as a runner-up in the Venture Division. ...see more



The Startup Challenge Monterey



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Notifications



Jobs



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Articles

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Documents

# CSU Monterey Bay Entrepreneurs



Kurt Overmeyer • You  
2mo •

Thanks <https://lnkd.in/gr2ZUGQu>!  
Pretty exciting stuff! Check out our  
Wefunder at ...see more



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# HOUSING MEETS TECH

WE'VE GOT STANDARD CONSTRUCTION  
AND PREFAB COMPETITORS BEAT

## WE CAN HELP SOLVE THE HOUSING SHORTAGE.

**The need is huge.** There is a housing shortage that's at crisis proportions in markets where demand for homes is high. As a result, housing is unaffordable or nonexistent for many Americans. California alone needs to build 3.5 million homes by 2025 to meet demand.

## COST

Including appliances, our homes cost \$250-\$325 per square foot — about 30% less than traditional home building and 15% less than our closest competitor. Home building now costs \$600/square foot on average in California.

## IMPROVED TECHNOLOGY

Our structures are extremely energy efficient, have excellent soundproofing, and are stronger than competitors' products. The panels are lightweight (36-50 lbs.) and do not require a crane for delivery. Panels are made of steel skins encapsulating polystyrene.

## EASY TO ASSEMBLE

Our lightweight panels replace traditional framing by providing the walls and roof. These can be constructed in 4-6 hours by two people (carpenters to handy-with-tools types). The homeowner adds their personal touch by choosing the finish work. We provide specs and recommendations for windows, plumbing, electrical, HVAC, dry wall, flooring, kitchen and bath cabinets, and paint. We offer options such as storage, a shade canopy, solar power, and more.

## 6-WEEKS ORDER-TO-DELIVERY

Online ordering is easy.

**Invest — <https://wefunder.com/paneltek>  
Design + Order: [paneltekadu.com](https://paneltekadu.com)**



## WHAT WE DO

We make home kits using panel technology for homes, ADUs, backyard offices and emergency housing. Duplexes and row housing are under development. Panel Tek homes are superior in construction and look site-built — with curb appeal owners will be proud of, unlike a mobile home or a box dropped onto a property.



## STATES ARE PASSING LAWS ALLOWING ADUs TO BE BUILT IN BACKYARDS

To increase housing, many states have passed laws allowing ADUs (accessory dwelling units) to be built in backyards, and cities are streamlining the process to allow building to happen quickly. Panel Tek will be on the pre-approval list of cities that provide this service, beginning in Los Angeles and San Jose (two cities that have dedicated planning staff to process permits for ADUs), so that customers can walk in and get an over-the-counter permit. Then, we'll expand to America's top 25 most expensive cities with ADU laws on the books.

## DECADES OF EXPERIENCE

Our team has deep experience in architecture, city planning, permit approval, single- and multi-family housing development, real estate law, retail economics, and more.

Connect: Kurt Overmeyer Co- Founder + CEO  
(510) 333-9753 | [kurt@paneltekadu.com](mailto:kurt@paneltekadu.com)  
Schedule a meeting: <https://calendly.com/kurt-123>

# **RULE 206 REGULATION CROWDFUNDING**

## **COMPLIANCE STATEMENT:**

- (1) No money or other consideration is being solicited, and if sent, will not be accepted;
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WELLS FARGO

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From foundation to finishes: We'll facilitate contractors in key markets.

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We beat standard construction, prefabs  
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**INVEST:** Low investor dilution. New housing for a primed market.



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FASTER, MORE AFFORDABLE, DURABLE, ENVIRONMENTAL + CURB APPEAL.



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We also provide detailed specs and plans, ease of permit approval, and recommendations for your finish work. Materials that do not come with our kit (but are built into the \$250K-\$325K/sf cost) are for you to choose and your builder to finish. In a year our kits will be all-inclusive, including pre-fab interior walls containing plumbing and electrical.

FLOORING

WINDOWS + DOORS

CABINETS + FIXTURES

INTERIOR + EXTERIOR FINISHES

APPLIANCES + WASHER & DRYER



# OPTIONS



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Wood-frame buildings become part of the fire, make it worse and come with no fire separation.



## 1-HOUR FIRE SEPARATION

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Add one extra hour of protection by applying an exterior finish such as stucco or Hardie board.

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## DESIGNED FOR RAPID DEPLOYMENT

A small unit insulated with a locking door is designed for homeless, refugees, victims of natural disasters and war. From a simple dorm room to a complete off-the-grid home.

Customers: Our network includes contacts at FEMA, states + foundations.



- **RAPID VILLAGE CONSTRUCTION**
- **ORGANIZATIONS CAN PROVIDE WRAP-AROUND SERVICES: HEALTHCARE, EDUCATION, LEGAL + ADDICTION.**



# FIRST UP

## THE EPICENTER OF THE HOUSING CRISIS



### MODEL HOMES

Santa Cruz, San Francisco, San Jose + Los Angeles



### SALES PARTNERS

Incentives for realtors and contractors. We have a network of contractors who are ready to build.

San Francisco Bay Area & Greater Los Angeles. California laws allow ADUs on most single family properties and lot splits — two units can be built on each lot. This equals 2.1 million potential new units for Panel Tek. Panel Tek's CEO is available to consult on lot splits.



### EASY DESIGN, ORDER, FINANCE ONLINE

Apply for a construction loan that rolls into a 30-year mortgage on our website: [PanelTekAdu.com](http://PanelTekAdu.com)



### STATE + LOCAL JURISDICTION PRE-APPROVALS

Customers can walk in and get same-day permits.



### SOCIAL MEDIA + PAY-PER-CLICK ADVERTISING





# PANEL TEK HOMES

## DON'T LOOK LIKE A TRAILER WITHOUT WHEELS

Panel Tek homes look site-built. They are shipped in small containers and **delivered in 6 weeks** or less!

**ALL-IN** we cost **15% less per square foot** than competitors.



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**MIGHTY SMALL HOMES**



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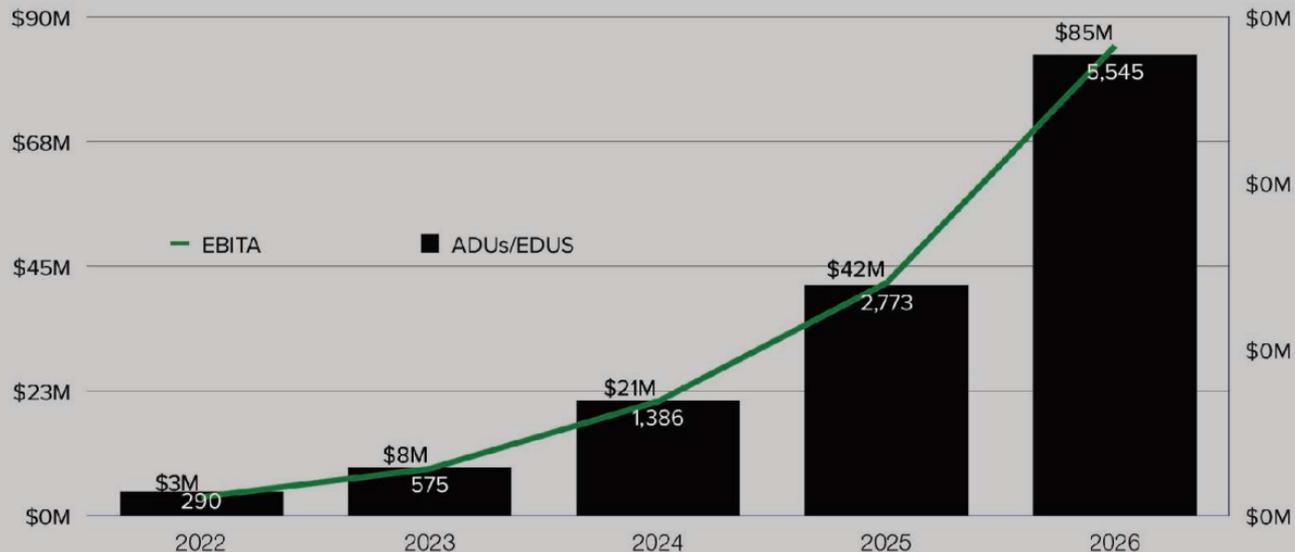
**STUDIO SHED**

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# ONLY CAPTURING 0.18 OF THE CALIFORNIA ADU MARKET

2026: \$200M SALES + \$85M EBITA



# PANEL TEK HOME UNDER CONSTRUCTION IN BERMUDA

In 8 hours, carpenters built the walls and roof of a custom panel home. (There are no windows because the homeowner wanted to reuse the panel cut-out as hurricane shutters.)



# PANEL TEK IS A DESIGN + DISTRIBUTION COMPANY

## MINIMAL STAFF NEEDED



**KURT OVERMEYER | CO-FOUNDER + CEO**

Kurt has worked in urban economic development helping cities manage growth for 20 years. He was a key player in transforming four California cities, has a deep understanding of California law, real estate economics, and the permit approval process.



**RICK CARTELL | CO-FOUNDER + ARCHITECT**

Rick is an architect with 30+ years designing commercial buildings using panel construction, including auto dealerships, retail and restaurants. Rick designed Panel Tek's kits and will consult on operations capacity.



**BETH CARTELL | FOUNDER**

Beth has a background in sales, real estate + NGO fundraising. She's a public speaker, trainer + educational content creator. She will consult in product development, marketing, and domestic/foreign sales development.

### YEAR #1 FOUNDING TEAM ROLES:

Sales, salesforce training, delivery coordination, + admin

### Contracted consultants:

- Site plans
- Interior kits + new product R&D
- Sales reps: realtors + builders

### YEAR #2 HIRES:

- Inside/outside sales rep
- Marketing agency
- Fractional CFO

### YEAR #3 HIRES:

- Emergency housing sales rep/contract specialist
- Manufacturing engineer

# MERGERS + ACQUISITIONS EXIT PLAN:

## LEAVING THE DOOR OPEN FOR AN IPO



### TODAY

Accepting orders from 90% of the US. ADU kits are approved for seismic Zones A-C.



### 2022 Q3

Panels meet Zones D-F standards, but approval is needed. Panel Tek will be on planning dept. pre-approval lists in primary markets



### MARKETING

Train California realtors + builders. E-commerce development + branding



### R&D

R & D for complete interior kits that include interior walls, plumbing, electrical + finishes.



### 2023 Q1

Open California distribution facility.

**\$7M — \$10M Series A**

### 2023 Q1

Priced round at about a \$60M valuation. Partner with manufacturer + open a west coast factory.



### 2024

Expand factory + markets



# IF WE DON'T ACT



## LABOR SHORTAGES

Labor shortages in desirable locations are fueled by a lack of affordable housing.



## HOMELESS

580,000+ Americans are homeless. Tent cities, families living in decrepit campers — we can do better.



## HIGH RENT

Americans earn \$35,000 less per year and can't afford to live in America's 25 largest cities.



## EMERGENCY HOUSING

2,546 homes destroyed by California's top 5 biggest fires 2018 - 2021.

Panel Tek homes deliver housing in unaffordable markets, a pathway to homeownership for those squeezed out, rapid shelter for homeless.



# LET'S GO. RAISING \$1M TO FUND:

- ICC seismic testing — \$80K
- Branding — \$60K
- Development of e-commerce site — \$75K
- Plans & engineering — \$60K
- Realtor & home builder training — \$50K
- Channel marketing campaigns — \$100K
- West coast distribution center — \$100K
- Demonstration unit(s) — \$209K
- Salaries for founders/managers — \$336K

**CONSERVATIVE PROJECTION: 20X+ RETURNS**

**RESERVE YOUR SPOT IN THE ROUND**

Anyone can invest: [wefunder.com/paneltek](https://wefunder.com/paneltek)

CONNECT: [kurt@pantekadu.com](mailto:kurt@pantekadu.com)



**Easy design, order & finance online**



**Outpace competitors:  
6 weeks or less delivery.**



**15% lower cost than competitors**



**DIY or third party assembly**



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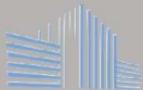
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# PROJECTIONS

| Income Statement - 2022-2026                |                     |                     |                      |                      |                      |  |
|---|---------------------|---------------------|----------------------|----------------------|----------------------|--|
| USD   |                     |                     |                      |                      |                      |  |
|   | 2022                | 2023                | 2024                 | 2025                 | 2026                 |  |
| <b>Income Statement</b>                     |                     |                     |                      |                      |                      |  |
| Revenue                                     | \$ 10,539,800       | \$ 21,489,350       | \$ 49,876,538        | \$ 99,753,075        | \$ 199,506,150       |  |
| COGS  | \$ 5,990,256        | \$ 12,213,922       | \$ 28,339,532        | \$ 56,679,064        | \$ 113,358,128       |  |
| <b>Gross Margin</b>                         | <b>\$ 4,549,544</b> | <b>\$ 9,275,428</b> | <b>\$ 21,537,006</b> | <b>\$ 43,074,011</b> | <b>\$ 86,148,023</b> |  |
| <b>Operating Expenses</b>                   |                     |                     |                      |                      |                      |  |
| Advertising & Promotion                     | \$ 72,500           | \$ 74,675           | \$ 76,915            | \$ 80,069            | \$ 83,672            |  |
| Depreciation & Amortization                 | \$ - 0              | \$ - 0              | \$ - 0               | \$ - 0               | \$ - 0               |  |
| General & Administrative                    | \$ 18,000           | \$ 18,360           | \$ 18,727            | \$ 19,195            | \$ 19,675            |  |
| Insurance                                   | \$ 13,000           | \$ 13,390           | \$ 13,926            | \$ 14,622            | \$ 15,499            |  |
| Marketing                                   | \$ 72,500           | \$ 75,400           | \$ 79,170            | \$ 83,129            | \$ 88,116            |  |
| Maintenance                                 | \$ 3,500            | \$ 3,553            | \$ 3,606             | \$ 3,678             | \$ 3,751             |  |
| Office Rent                                 | \$ 88,000           | \$ 90,640           | \$ 93,359            | \$ 98,027            | \$ 102,929           |  |
| Professional Fees                           | \$ 19,400           | \$ 19,885           | \$ 20,382            | \$ 20,994            | \$ 21,623            |  |
| Technology                                  | \$ 95,000           | \$ 99,750           | \$ 106,733           | \$ 115,271           | \$ 125,645           |  |
| Travel, Meals and Entertainment             | \$ 50,400           | \$ 50,904           | \$ 51,413            | \$ 52,441            | \$ 53,490            |  |
| Utilities                                   | \$ 15,996           | \$ 16,476           | \$ 16,970            | \$ 17,649            | \$ 18,531            |  |
| Wages and Benefits                          | \$ 661,535          | \$ 279,578          | \$ 360,246           | \$ 500,126           | \$ 766,313           |  |
| Miscellaneous                               | \$ 102,000          | \$ 103,020          | \$ 104,050           | \$ 105,091           | \$ 106,142           |  |
| Total Expenses                              | \$ 1,211,831        | \$ 845,630          | \$ 945,498           | \$ 1,110,291         | \$ 1,405,388         |  |
| <b>Earnings Before Interest &amp; Taxes</b> | <b>\$ 3,337,712</b> | <b>\$ 8,429,798</b> | <b>\$ 20,591,508</b> | <b>\$ 41,963,720</b> | <b>\$ 84,742,635</b> |  |
| Commissions                                 | \$ 333,771          | \$ 842,980          | \$ 2,059,151         | \$ 4,196,372         | \$ 8,474,263         |  |
| Interest Expense                            | \$ 5,925            | \$ 4,435            | \$ 4,435             | \$ 4,435             | \$ 4,435             |  |
| <b>Earnings Before Taxes</b>                | <b>\$ 3,003,941</b> | <b>\$ 7,586,818</b> | <b>\$ 18,532,357</b> | <b>\$ 37,767,348</b> | <b>\$ 76,268,371</b> |  |
| Income Taxes                                | 20.0% \$ 600,788    | \$ 1,517,364        | \$ 3,706,471         | \$ 7,553,470         | \$ 15,253,674        |  |
| <b>Net Earnings</b>                         | <b>\$ 2,403,153</b> | <b>\$ 6,069,454</b> | <b>\$ 14,825,886</b> | <b>\$ 30,213,879</b> | <b>\$ 61,014,697</b> |  |





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# HOUSING STREAMLINED:

AMERICA'S TOP 25 MOST EXPENSIVE CITIES + STATES WITH ADU LAWS ON THE BOOKS

## MESSAGE TO HOMEOWNERS

Add income and equity to your property. Backyard office, family housing, rental, Airbnb. Our website supports GIS mapping to see how units fit in any backyard.

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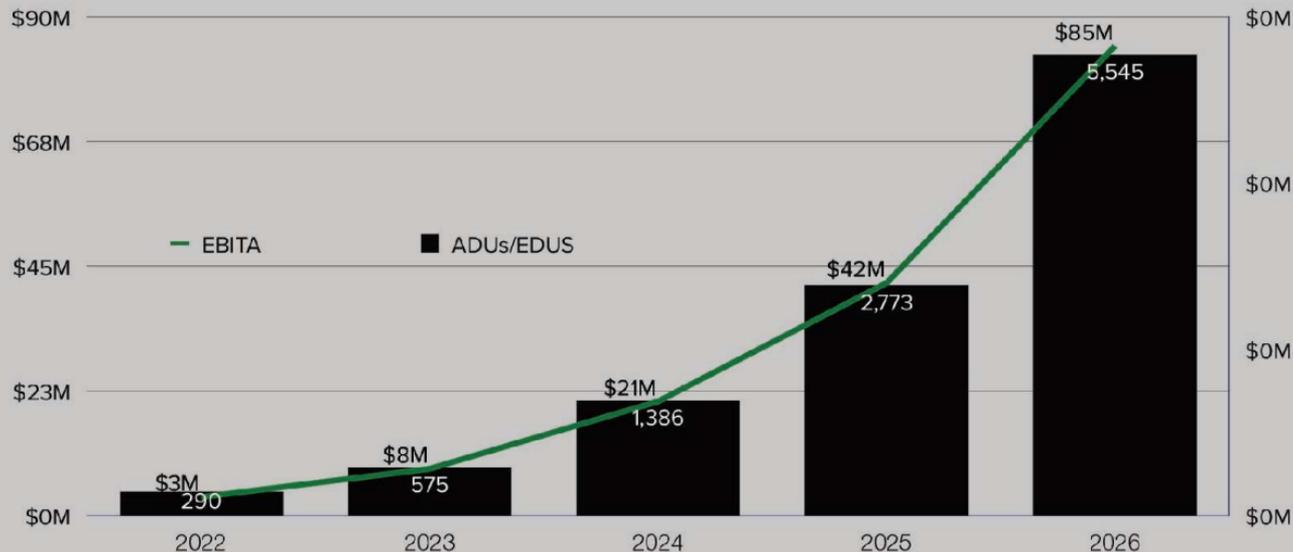
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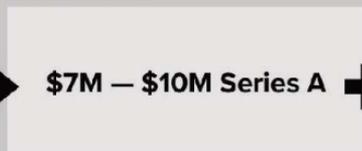
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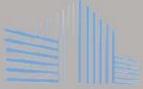
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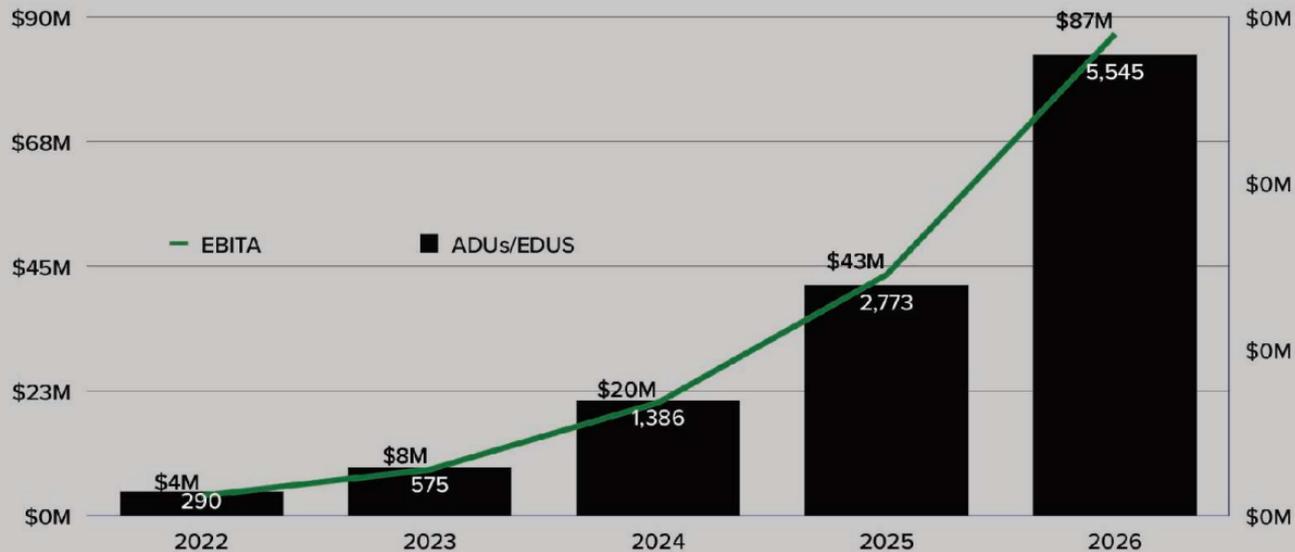
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# PROJECTIONS

| Income Statement - 2022-2026                |                     |                     |                      |                      |                      |  |
|---|---------------------|---------------------|----------------------|----------------------|----------------------|--|
| USD   |                     |                     |                      |                      |                      |  |
|   | 2022                | 2023                | 2024                 | 2025                 | 2026                 |  |
| <b>Income Statement</b>                     |                     |                     |                      |                      |                      |  |
| Revenue                                     | \$ 10,624,550       | \$ 21,658,850       | \$ 50,300,288        | \$ 100,600,575       | \$ 201,201,150       |  |
| COGS  | \$ 6,037,935        | \$ 12,309,279       | \$ 28,577,923        | \$ 57,155,845        | \$ 114,311,691       |  |
| <b>Gross Margin</b>                         | <b>\$ 4,586,615</b> | <b>\$ 9,349,571</b> | <b>\$ 21,722,365</b> | <b>\$ 43,444,730</b> | <b>\$ 86,889,460</b> |  |
| <b>Operating Expenses</b>                   |                     |                     |                      |                      |                      |  |
| Advertising & Promotion                     | \$ 60,000           | \$ 61,800           | \$ 63,654            | \$ 66,264            | \$ 69,246            |  |
| Depreciation & Amortization                 | \$ - 0              | \$ - 0              | \$ - 0               | \$ - 0               | \$ - 0               |  |
| General & Administrative                    | \$ 12,000           | \$ 12,240           | \$ 12,485            | \$ 12,797            | \$ 13,117            |  |
| Insurance                                   | \$ 10,500           | \$ 10,815           | \$ 11,248            | \$ 11,810            | \$ 12,519            |  |
| Marketing                                   | \$ 60,000           | \$ 62,400           | \$ 65,520            | \$ 68,796            | \$ 72,924            |  |
| Maintenance                                 | \$ 3,500            | \$ 3,553            | \$ 3,606             | \$ 3,678             | \$ 3,751             |  |
| Office Rent                                 | \$ 64,000           | \$ 65,920           | \$ 67,898            | \$ 71,292            | \$ 74,857            |  |
| Professional Fees                           | \$ 17,400           | \$ 17,835           | \$ 18,281            | \$ 18,829            | \$ 19,394            |  |
| Technology                                  | \$ 95,000           | \$ 99,750           | \$ 106,733           | \$ 115,271           | \$ 125,645           |  |
| Travel, Meals and Entertainment             | \$ 40,000           | \$ 40,400           | \$ 40,804            | \$ 41,620            | \$ 42,452            |  |
| Utilities                                   | \$ 10,664           | \$ 10,984           | \$ 11,313            | \$ 11,766            | \$ 12,354            |  |
| Wages and Benefits                          | \$ 542,640          | \$ 569,972          | \$ 846,987           | \$ 1,364,391         | \$ 2,381,432         |  |
| Miscellaneous                               | \$ 110,000          | \$ 111,100          | \$ 112,211           | \$ 113,333           | \$ 114,466           |  |
| Total Expenses                              | \$ 1,025,704        | \$ 1,066,769        | \$ 1,360,739         | \$ 1,899,848         | \$ 2,942,158         |  |
| <b>Earnings Before Interest &amp; Taxes</b> | <b>\$ 3,560,911</b> | <b>\$ 8,282,803</b> | <b>\$ 20,361,626</b> | <b>\$ 41,544,882</b> | <b>\$ 83,947,302</b> |  |
| Commissions                                 | \$ 356,091          | \$ 828,280          | \$ 2,036,163         | \$ 4,154,488         | \$ 8,394,730         |  |
| Interest Expense                            | \$ 5,925            | \$ 4,435            | \$ 4,435             | \$ 4,435             | \$ 4,435             |  |
| <b>Earnings Before Taxes</b>                | <b>\$ 3,204,820</b> | <b>\$ 7,454,523</b> | <b>\$ 18,325,463</b> | <b>\$ 37,390,394</b> | <b>\$ 75,552,571</b> |  |
| Income Taxes                                | 20.0% \$ 640,964    | \$ 1,490,905        | \$ 3,665,093         | \$ 7,478,079         | \$ 15,110,514        |  |
| <b>Net Earnings</b>                         | <b>\$ 2,563,856</b> | <b>\$ 5,963,618</b> | <b>\$ 14,660,371</b> | <b>\$ 29,912,315</b> | <b>\$ 60,442,057</b> |  |





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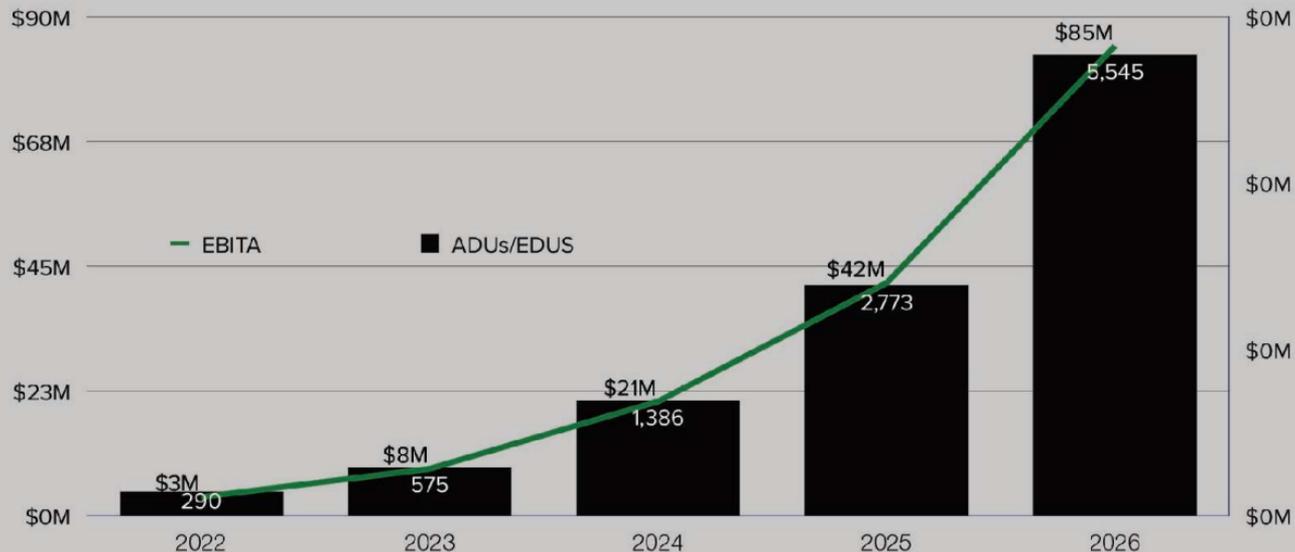
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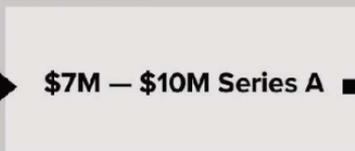
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# YOU DESIGN YOUR HOME

WE PROVIDE PANELS FOR WALLS + ROOFS

We also provide detailed specs and plans, ease of permit approval, and recommendations for your finish work. Materials that do not come with our kit (but are built into the \$250K-\$325K/sf cost) are for you to choose and your builder to finish. In a year our kits will be all-inclusive, including pre-fab interior walls containing plumbing and electrical.

FLOORING

WINDOWS + DOORS

CABINETS + FIXTURES

INTERIOR + EXTERIOR FINISHES

APPLIANCES + WASHER & DRYER



# OPTIONS



**CAR CHARGER**



**SOLAR SYSTEM + BATTERY WALLS**



**STORAGE AREA W/ BUILT-IN BIKE RACK**



**SHADE CANOPY**



# BETTER THAN AVERAGE FIRE PROTECTION

Wood-frame buildings become part of the fire, make it worse and come with no fire separation.



## 1-HOUR FIRE SEPARATION

Low intensity wildfires outside take an hour to reach anything inside and won't increase the amount of fuel on the property.



## 2-HOUR FIRE SEPARATION

Add one extra hour of protection by applying an exterior finish such as stucco or Hardie board.

# EMERGENCY HOUSING

## DESIGNED FOR RAPID DEPLOYMENT

A small unit insulated with a locking door is designed for homeless, refugees, victims of natural disasters and war. From a simple dorm room to a complete off-the-grid home.

Customers: Our network includes contacts at FEMA, states + foundations.



- **RAPID VILLAGE CONSTRUCTION**
- **ORGANIZATIONS CAN PROVIDE WRAP-AROUND SERVICES: HEALTHCARE, EDUCATION, LEGAL + ADDICTION.**



# FIRST UP

## THE EPICENTER OF THE HOUSING CRISIS



### MODEL HOMES

Santa Cruz, San Francisco, San Jose + Los Angeles



### SALES PARTNERS

Discounts for realtors, developers & contractors.  
Our network of contractors are ready to build.

San Francisco Bay Area & Greater Los Angeles. California laws allow ADUs on most single family properties and lot splits — two units can be built on each lot. This equals 2.1 million potential new units for Panel Tek. Panel Tek's CEO is available to consult on lot splits.



### EASY DESIGN, ORDER, FINANCE ONLINE

Apply for a construction loan that rolls into a 30-year mortgage on our website: [PanelTekAdu.com](http://PanelTekAdu.com)



### STATE + LOCAL JURISDICTION PRE-APPROVALS

Customers can walk in and get same-day permits.



### SOCIAL MEDIA + PAY-PER-CLICK ADVERTISING



# HOUSING STREAMLINED:

AMERICA'S TOP 25 MOST EXPENSIVE CITIES + STATES WITH ADU LAWS ON THE BOOKS

## MESSAGE TO HOMEOWNERS

Add income and equity to your property. Backyard office, family housing, rental, Airbnb. Our website supports GIS mapping to see how units fit in any backyard.

Coming in 2023

From foundation to finishes: We'll facilitate contractors in key markets.



# PANEL TEK HOMES

## DON'T LOOK LIKE A TRAILER WITHOUT WHEELS

Panel Tek homes look site-built. They are shipped in small containers and **delivered in 6 weeks** or less!

**ALL-IN** we cost **15% less** per square foot than competitors.



**ABODU\***



**BOXABL \***



**PREFAB ADU \***



**MIGHTY SMALL HOMES**



**CRATE MODULAR \***



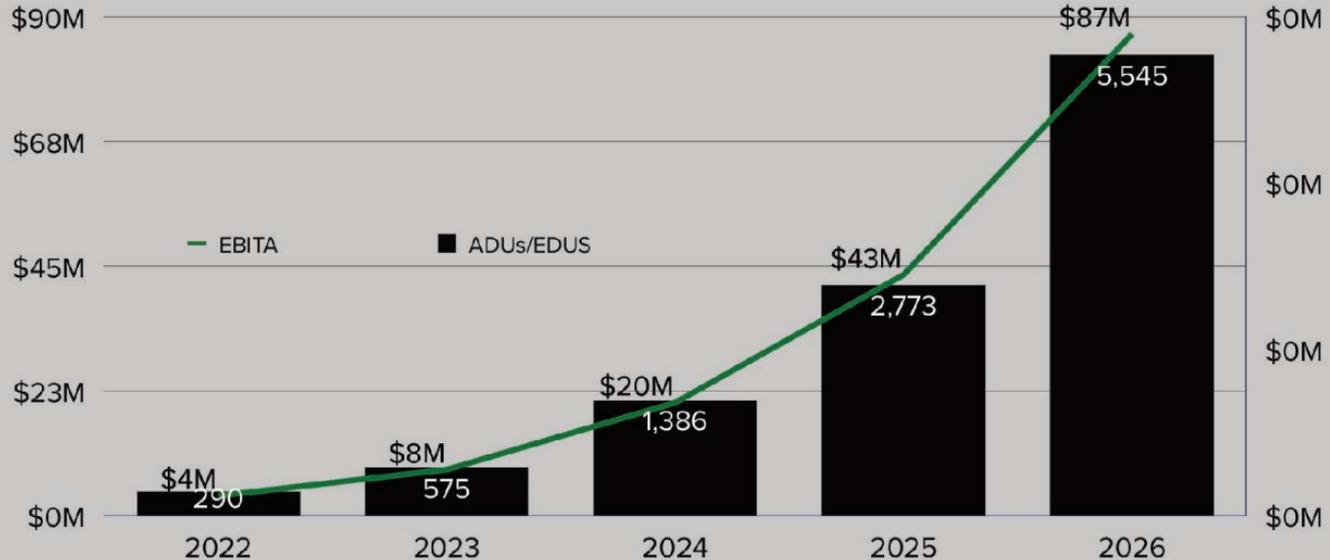
**STUDIO SHED**

\* Requires Crane



# ONLY CAPTURING 0.18 OF THE CALIFORNIA ADU MARKET

YEAR FIVE: \$200M SALES + \$85M EBITA



Returns not guarantee



# PANEL TEK HOME BEING BUILT IN THE BAHAMAS

In 8 hours, day labors built the walls and roof of a custom panel home. (There are no windows because the homeowner wanted to reuse the panel cut-out as hurricane shutters.)



# PANEL TEK IS A DESIGN + DISTRIBUTION COMPANY

## MINIMAL STAFF NEEDED



**KURT OVERMEYER | CO-FOUNDER + CEO**

Kurt has worked in urban economic development helping cities manage growth for 20 years. He was a key player in transforming four California cities, has a deep understanding of California law, real estate economics, and the permit approval process.



**RICK CARTELL | CO-FOUNDER + ARCHITECT + ADVISOR**

Rick is an architect with 30+ years designing commercial buildings using panel construction, including auto dealerships, retail and restaurants. Rick designed Panel Tek's kits and will consult on operations capacity.



**BETH CARTELL | FOUNDER + ADVISOR**

Beth has a background in sales, real estate + NGO fundraising. She's a public speaker, trainer + educational content creator. She will consult in product development, marketing, and domestic/foreign sales development.

### YEAR #1 FOUNDING TEAM ROLES:

Sales, salesforce training, delivery coordination, + admin

### Contracted consultants:

- Site plans + construction manager
- Interior kits + new product R&D
- Sales reps: realtors + builders

### YEAR #2 HIRES:

- Inside/outside sales rep
- Marketing agency
- Fractional CFO

### YEAR #3 HIRES:

- Emergency housing sales rep/contract specialist
- Manufacturing engineer

# MERGERS + ACQUISITIONS EXIT PLAN:

## LEAVING THE DOOR OPEN FOR AN IPO



### TODAY

Accepting orders from 90% of the US. ADU kits are approved for seismic Zones A-C.



### SEISMIC TESTING

Panels meet Zones D-F standards, but approval is needed. Panel Tek will be on planning dept. pre-approval lists in primary markets



### MARKETING

Train California realtors + builders. E-commerce development + branding



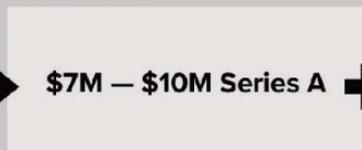
### R&D

R & D for complete interior kits that include interior walls, plumbing, electrical + finishes.



### 2023 Q1

Open California distribution facility.



### 2023 Q1

Priced round at about a \$60M valuation. Partner with manufacturer + open a west coast factory.



### 2024

Expand factory + markets



# IF WE DON'T ACT



## LABOR SHORTAGES

Labor shortages in desirable locations are fueled by a lack of affordable housing.



## HOMELESS

580,000+ Americans are homeless. Tent cities, families living in decrepit campers — we can do better.



## HIGH RENT

Americans earn \$35,000 less per year and can't afford to live in America's 25 largest cities.



## EMERGENCY HOUSING

2,546 homes destroyed by California's top 5 biggest fires 2018 - 2021.

Panel Tek homes deliver housing in unaffordable markets, a pathway to homeownership for those squeezed out, rapid shelter for homeless.



# LET'S GO. RAISING \$1.07M TO FUND:

- ICC seismic testing — \$80K
- Branding — \$60K
- Development of e-commerce site — \$75K
- Plans & engineering — \$60K
- Realtor & home builder training — \$50K
- Channel marketing campaigns — \$100K
- West coast distribution center — \$100K
- Demonstration unit(s) — \$209K
- Salaries for founders/managers — \$336K

**CONSERVATIVE PROJECTION: 20X+ RETURNS**

**RESERVE YOUR SPOT IN THE ROUND**

Anyone can invest: [wefunder.com/paneltek](https://wefunder.com/paneltek)

CONNECT: [kurt@pantekadu.com](mailto:kurt@pantekadu.com)



**Easy design, order & finance online**



**Outpace competitors:  
6 weeks or less delivery.**



**15% lower cost than competitors**



**DIY or third party assembly**

Returns not guarantee



# RULE 206 REGULATION CROWDFUNDING

## COMPLIANCE STATEMENT:

- (1) No money or other consideration is being solicited, and if sent, will not be accepted;
- (2) no offer to buy the securities can be accepted and no part of the purchase price can be received until the offering statement is filed and only through an intermediary's platform; and
- (3) a prospective purchaser's indication of interest is non-binding.



# PROJECTIONS

| Income Statement - 2022-2026                |                     |                     |                      |                      |                      |  |
|---|---------------------|---------------------|----------------------|----------------------|----------------------|--|
| USD   |                     |                     |                      |                      |                      |  |
|   | 2022                | 2023                | 2024                 | 2025                 | 2026                 |  |
| <b>Income Statement</b>                     |                     |                     |                      |                      |                      |  |
| Revenue                                     | \$ 10,624,550       | \$ 21,658,850       | \$ 50,300,288        | \$ 100,600,575       | \$ 201,201,150       |  |
| COGS  | \$ 6,037,935        | \$ 12,309,279       | \$ 28,577,923        | \$ 57,155,845        | \$ 114,311,691       |  |
| <b>Gross Margin</b>                         | <b>\$ 4,586,615</b> | <b>\$ 9,349,571</b> | <b>\$ 21,722,365</b> | <b>\$ 43,444,730</b> | <b>\$ 86,889,460</b> |  |
| <b>Operating Expenses</b>                   |                     |                     |                      |                      |                      |  |
| Advertising & Promotion                     | \$ 60,000           | \$ 61,800           | \$ 63,654            | \$ 66,264            | \$ 69,246            |  |
| Depreciation & Amortization                 | \$ - 0              | \$ - 0              | \$ - 0               | \$ - 0               | \$ - 0               |  |
| General & Administrative                    | \$ 12,000           | \$ 12,240           | \$ 12,485            | \$ 12,797            | \$ 13,117            |  |
| Insurance                                   | \$ 10,500           | \$ 10,815           | \$ 11,248            | \$ 11,810            | \$ 12,519            |  |
| Marketing                                   | \$ 60,000           | \$ 62,400           | \$ 65,520            | \$ 68,796            | \$ 72,924            |  |
| Maintenance                                 | \$ 3,500            | \$ 3,553            | \$ 3,606             | \$ 3,678             | \$ 3,751             |  |
| Office Rent                                 | \$ 64,000           | \$ 65,920           | \$ 67,898            | \$ 71,292            | \$ 74,857            |  |
| Professional Fees                           | \$ 17,400           | \$ 17,835           | \$ 18,281            | \$ 18,829            | \$ 19,394            |  |
| Technology                                  | \$ 95,000           | \$ 99,750           | \$ 106,733           | \$ 115,271           | \$ 125,645           |  |
| Travel, Meals and Entertainment             | \$ 40,000           | \$ 40,400           | \$ 40,804            | \$ 41,620            | \$ 42,452            |  |
| Utilities                                   | \$ 10,664           | \$ 10,984           | \$ 11,313            | \$ 11,766            | \$ 12,354            |  |
| Wages and Benefits                          | \$ 542,640          | \$ 569,972          | \$ 846,987           | \$ 1,364,391         | \$ 2,381,432         |  |
| Miscellaneous                               | \$ 110,000          | \$ 111,100          | \$ 112,211           | \$ 113,333           | \$ 114,466           |  |
| Total Expenses                              | \$ 1,025,704        | \$ 1,066,769        | \$ 1,360,739         | \$ 1,899,848         | \$ 2,942,158         |  |
| <b>Earnings Before Interest &amp; Taxes</b> | <b>\$ 3,560,911</b> | <b>\$ 8,282,803</b> | <b>\$ 20,361,626</b> | <b>\$ 41,544,882</b> | <b>\$ 83,947,302</b> |  |
| Commissions                                 | \$ 356,091          | \$ 828,280          | \$ 2,036,163         | \$ 4,154,488         | \$ 8,394,730         |  |
| Interest Expense                            | \$ 5,925            | \$ 4,435            | \$ 4,435             | \$ 4,435             | \$ 4,435             |  |
| <b>Earnings Before Taxes</b>                | <b>\$ 3,204,820</b> | <b>\$ 7,454,523</b> | <b>\$ 18,325,463</b> | <b>\$ 37,390,394</b> | <b>\$ 75,552,571</b> |  |
| Income Taxes                                | 20.0% \$ 640,964    | \$ 1,490,905        | \$ 3,665,093         | \$ 7,478,079         | \$ 15,110,514        |  |
| <b>Net Earnings</b>                         | <b>\$ 2,563,856</b> | <b>\$ 5,963,618</b> | <b>\$ 14,660,371</b> | <b>\$ 29,912,315</b> | <b>\$ 60,442,057</b> |  |





## Can you vouch for John Doe?

John has applied to raise funding for Company Name on Wefunder and provided your name as a personal reference.

| *Quote goes here*

Wefunder has raised hundreds of millions for startups that later went on to raise over \$5 billion in follow-on funding from venture capitalists.

Can you vouch for John?

VOUCH FOR JOHN

LEARN MORE

### About Wefunder

We help anyone invest as little as \$100 in the startups they believe in. We're also a Public Benefit Corporation with a mission to keep the American dream alive. We aim to help 20,000 founders get off the ground by 2029.

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Company Name is testing the waters to evaluate investor interest. No money or other consideration is being solicited; if sent, it will not be accepted. No offer to buy securities will be accepted. No part of the purchase price will be received until a Form C is filed and, then, only through Wefunder. Any indication of interest has no obligation or commitment of any kind.