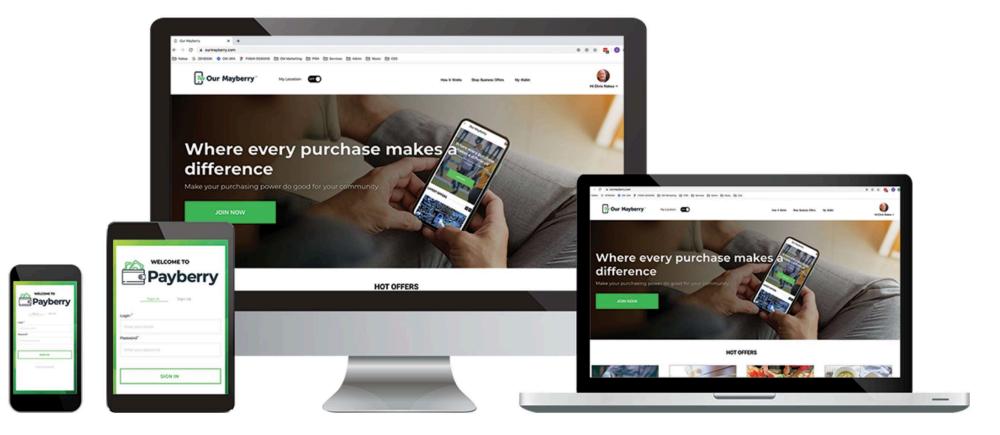


#### World's Leading Cause-Based FinTech Platform



# Everything we know about business has changed forever

CONSUMERS: Belief Driven – values over value

BUSINESSES: Can't afford to pay for nonproductive leads

• CHARITIES: Donations shrinking while community needs grow

Society needs a new solution. A better way!





# A better purchasing solution

Our Mayberry converts social capital into sales and more loyal customers by giving consumers the ability to support causes they're passionate about with every transaction.

Why is it better?



DRIVE LOCAL ECONMY

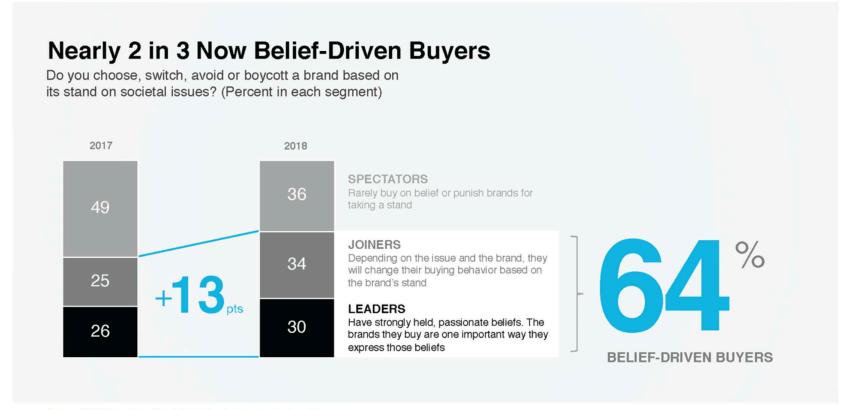




SUPPORT WORTHY CAUSES



# Belief-driven buyers are driving the economy



Source: 2018 Edelman Earned Brand. Belief-driven buying segments. 8-market average. See Technical Appendix for a full explanation of how belief-driven buying was measured.



# We Created Our Mayberry to Harness & Empower that Belief

Because consumers want their transactions to reflect their values and beliefs and that need is not being met.

DATA FROM 2019 MINTEL PRESS RESEARCH

#### Support is important

Believe that it is important companies support charitable causes

#### Would switch

Would switch from one brand to another if one supported a cause and the other did not

# 65%

#### Company's responsibility

Nearly two-thirds believe it is a company's responsibility to give back



# The power of harnessing belief

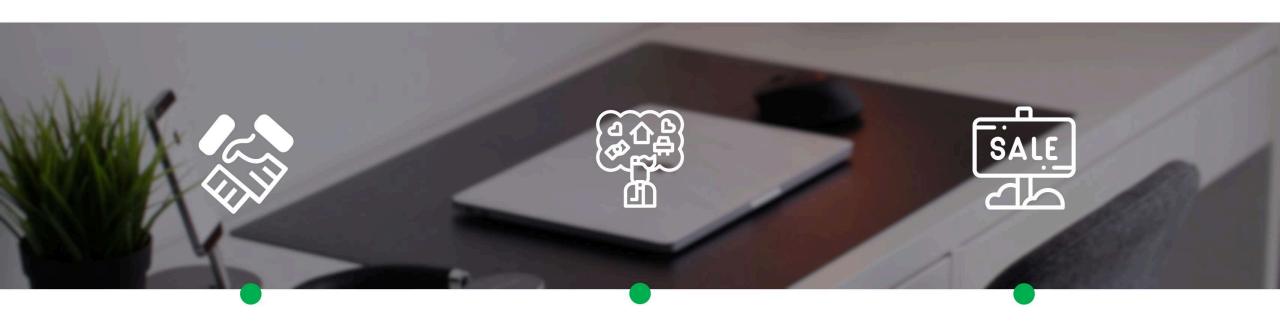
- Organize and Drive Consumer Purchasing
- Power to Influence and Innovate
- Restore Local Communities & Economies
- Fund Causes to Address Community
   Challenges







#### **How It Works**



Causes & Businesses
Partner

Causes invite businesses to partner with one click

Belief-Driven Cause Storefront Promotes Offers

Businesses control the products and services offered and how much they will contribute

Every Purchase Benefits Both Causes & Businesses

Our Mayberry makes it easy for everyone



# Make Every Purchase Count







YOU JUST RAISED

\$11.56

FOR CHARITY!





## Market Opportunity

#### Initial Target:

6.8M+ SMBs spent \$48B in Social Media Marketing in 2018

#### Key Benefits:

- Customers referred by charities more valuable
   Pay for performance
- Enables B2B service business cause-based commerce

#### Key Objective:

Deliver 100 customers to a business for less than they pay for mobile phone service





## Go to Market Strategy

- Leverage Charity Social Capital to acquire consumers & businesses at <u>low</u> <u>cost</u>
- Business & Charity Aggregators
  - Chambers of Commerce
  - > Trade Associations
  - Service Organizations (e.g., Rotary)
- Leverage Key Relationships
- Community Events













#### **Executive Team**



**Shawn Tacey** Founder / Chief **Executive Officer** 

Lee Brillhart

**Chief Operating** 

Officer



**Chris Nakea** Co-Founder / Chief **Technology Officer** 



**Jack Kindred** Co-Founder / Director Cause Relations



**Tina Schaff** CEO/Founder of The Schaaf Group





**Advisory Board** 

**Paul Woodhull** Founder and CEO of **District Productive** 



**Marcus Trufant** Former Pro Bowl NFL Player, Entrepreneur & Philanthropist



**Sharon Purcell** Former GE Leadership Executive



**Dan Kristiansen** Former Washington State Representative & GOP Minority Leader



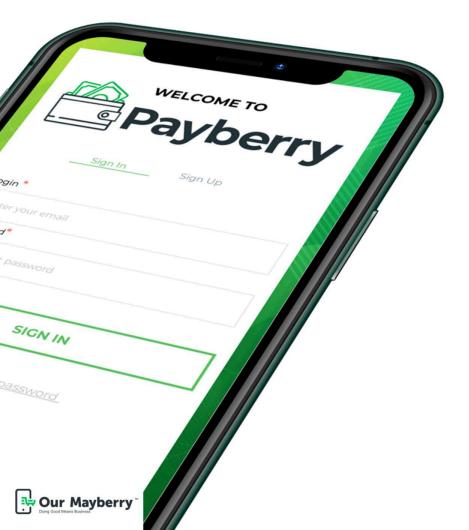
**Brian Baldridge** Director, Xbox Community | Microsoft



**Bill Moore** Managing Member, Round Lake, LLC



## Competition





#### **Our Mayberry Advantages**

- Community focused Leverage social capital of local causes
- B2B revenue channel
- Includes both service and product businesses
- Contactless payments using Payberry<sup>™</sup> app
- Pickup scheduling
- Immediate donation deposits
- Supports all transactions types (including invoicing)
- Donate now (low charity card fee) we capture all transactions



#### Status and 2020 Plan

Launched, operating, and generating revenue with each transaction as of June 1, 2020.

Business and charity customers in WA, AZ and SD, and added medical payment services to platform.

Digital re-opening of downtown Sioux Falls, SD & Vashon Island, WA and other locations (key business and charity organizations)

In response to Covid-19 National Emergency, enhance value of Payberry™ contactless payment app by adding scheduled pickup functionality.

#### Planned key hires:

- Marketing/Marketing Communications
- Campaign Recruiters
- Customer Support
- CFO contract to start

Planned Series A in Q1 2021.

02 **Optional Paid Features Business Service Fee Credit Card Processing Fees** New pro features to enhance the Businesses pay a service fee based on # of causes they partner with service & experience 2.7% for businesses & 2.5% for charities, which is lower than most

# How Our Mayberry Makes Money



#### Revenue Streams

SUBSCRIPTIONS



#### **ADDITIONAL**

Page and placement ranking fees Campaign Management and Customer Relationship Management Tools Value Added Services (e.g., Campaign Manager Placement Fees)



#### NOTE: THESE ARE FORWARD LOOKING FIGURES THAT CANNOT BE GUARANTEED.

## Summary of Projections (\$\$ in Millions)

	2020	2021	2022	2023	2024
Revenues COGS Expenses EBITDA	\$0.03 \$0.00 \$0.75 (\$0.72)	\$1.78 \$0.16 \$4.53 (\$2.91)	\$13.72 \$1.10 \$10.58 \$2.04	\$37.55 \$3.00 \$18.09 \$16.46	\$73.35 \$5.87 \$28.11 \$39.37
Investment Received Transactions Volume	\$5.7 \$3	\$15.0 \$126	\$0.0 \$714	\$0.0 \$1,823	\$0.0 \$3,352
Business Customers (EOY)	464	10,853	·	· /	
Dusiness Customers (LOT)	404	10,055	34,073	76,749	122,884
Market Share (Based on 6.8M SMB)	0.01%	0.16%	0.50%	1.13%	1.81%
		,			1



## **Investment Offering**

- Convertible note round \$1,070,000 available
  - √ 8% interest per annum
  - ✓ 20% conversion discount
  - √ \$10M valuation conversion cap
- 16% Options & Warrants Pool
- Targeting \$5M Series A round in Q1-2021
- Management owns 99% of outstanding common stock



# Why Our Mayberry is a Great Investment Now

- Consumers have changed; market hasn't adapted
- Solved the financial transparency problem
- Low cost growth strategy
- International opportunities dwarf those in U.S.
- Tough to copy
- Value enhanced because of current economic situation
- Our competitors don't believe people are capable of doing good. WE DO.



#### Contact

Shawn Tacey, CEO

shawn@ourmayberry.com



# Appendix



## Advanced Financial Technology



Current:

3<sup>rd</sup>-party payment facilitators

Future:

Our Mayberry payment facilitation













