



OUR EVOLUTIONARY ROADMAP



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Hello and thank you for taking the time to read through this business presentation.

Charlotte Golf Cart Rentals is evolving into the parent company Charlotte Golf Carts with both businesses being referred to throughout this presentation as CGC.

Your reply communication is welcomed and we look forward to the opportunity to elaborate on the growth of our business in the Carolinas.

Sincerely,

Fred Griffith

Founding Member

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CGC has a well established network of outsourcing resources and we have identified those we will be doing business with as we expand. Initially our in-house personnel will be limited as we use outsourced resources until our capacity grows enough so we can onboard more personnel internally. The model below shows the elements of our Team.





**New & Used
Golf Cart
Floor Plan**

**Maint.
& Service
Department**

**In-house
Delivery &
External
Delivery**

**Partner Clients
Communities
Resorts & RV Parks
Facilities & Grounds**



**CHARLOTTE GOLF CART RENTALS LLC
DEPENDABLE GOLF CARTS**



In-house Personnel



Mfg. & Supplier Partners



Licensee's & Partner Dealers

**Investors
Lenders
Creditors**

Outsourcing

**Facility
Equipment
Utilities**

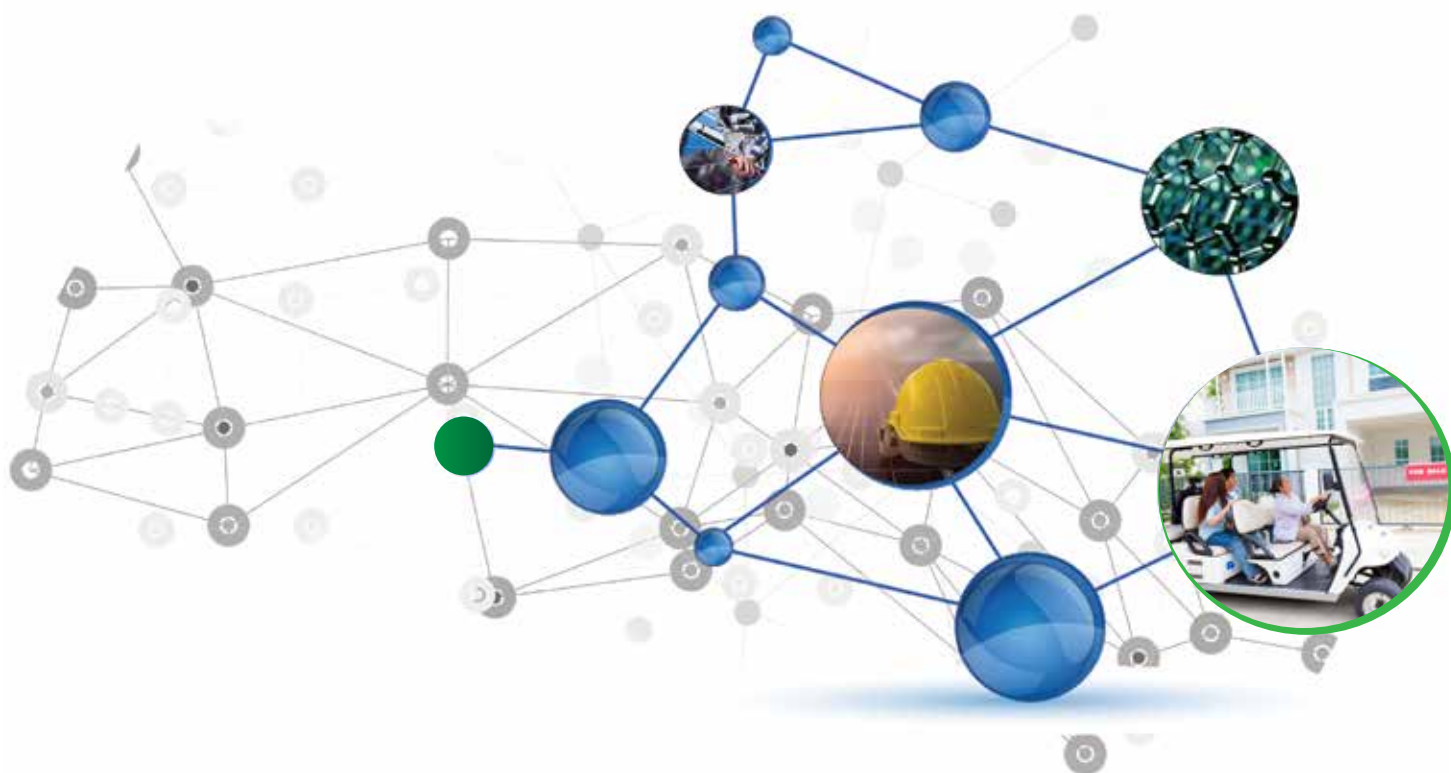
**License
Insurance
Sales Finance**



RENTALS

1

CGC offers a diverse selection of golf carts that can be rented by both individuals and businesses alike. Daily, Weekly, and Monthly terms and rates are available.



GOLF CARTS & EV SALES

2

CGC has aligned with three different golf cart and electric vehicle manufacturers and we will sell both new and used vehicles from our dealership. Our used inventory will come from trade-ins and wholesale procurement by CGC.





SERVICE DEPARTMENT

3

CGC is creating an efficient and capable in-house service department to provide a wide range of maintenance, warranty, customization and repairs for the new and used EV sales as well as for our rental fleet. CGC is also partnering with outside resources that we will outsource certain work to as needed.

ACCESSORIES & PARTS

4

CGC will have an extensive in-house inventory of both brand name and generic parts and equipment with the ability to quickly order anything not in our inventory. We will also stock accessories and parts for golf carts and EV's that we do not sell through our dealership.





Accessories

CGC will specialize in selling and installing custom accessories that we keep in available inventory and those we can order for immediate delivery.

Custom Wheels

CGC will carry custom wheels for our golf carts and EV's as well as tires to meet the upgrading and maintenance needs of our Clients. Through our suppliers and vendors CGC will make a wide range of options available to our Clients to ensure we can be the turnkey resource they are looking for.





Tuning

CGC will offer in-house and outsourced tuning solutions to increase the capacity and performance of select golf carts and EV's to meet the needs of our Clients and the work or play environments they will be operating within.






Interiors




Golf carts and EV's can be customized with interior upgrades to the seats, dash, utility features and audio and video elements. CGC will work with our Partners to fulfill the needs of our Clients as we grow our in-house delivery.





Other targeted areas are in the planning stages now.

-  Greater Asheville NC
-  Greater Raleigh and Durham NC
-  NC and SC Coastal areas

-  NC and SC Mountain areas
-  Greater Greenville SC
-  Greater Charlotte NC

CGC will be headquartered in Charlotte, NC and our primary focus will be to establish a strong presence in the Charlotte Metro area that will allow us to serve select areas in North Carolina and South Carolina as we grow. Through our licensee partnerships we will expand our rental services and throughout both Carolinas. Our growth plan includes mobile parts and service capabilities in both Carolinas.



CGC is **EXCITED** about our potential and **looks forward** to serving the greater **Charlotte Metro area** immediately.





Right now CGC offers golf cart rentals and our immediate focus is on **expanding into a golf cart & EV dealership.**

This new dealership will continue our rental initiatives and build a larger fleet of rentals however adding the sales and service aspects will allow us to drastically increase our business. Right now CGC is establishing cooperative partnerships with select individuals and companies who will empower us in fulfilling these expansion plans. Our new relationships will also increase CGC's ability to inventory and order a wide range of accessories and parts to meet our clients demands.



Initially our in-house capabilities will be semi-limited as we work diligently to grow our client base. New and used golf cart and EV sales, general maintenance and repair through our service department will complement our rental department nicely to increase our profitability. We plan to strategically open satellite stores within our geographical territory as well as offering mobile parts and service beyond.



Our short term expansion plans are two folds



We will increase our in-house product, service and rental capacity while building a loyal client base.



We will form mutually beneficial "Licensee" partnerships with existing businesses who want to expand their own offerings. Additionally we will work with select tuning and accessory partners to provide turnkey upgrades to our product lines.




These two aspects of our expansion will give CGC a larger geographic footprint and a much larger client base.





CGC has visualized three phases of our development.

Our vision in phase one is to open a golf cart and select EV dealership and expand our product and services offerings. In phase two CGC plans to grow our rental fleet and expand into new service areas. In phase three CGC will scale the work we have accomplished in the first two phases and partner with other businesses who have a desire to work with us for mutual benefit to continue our growth.



While this vision is intentionally generalized herein CGC has created our own IP (intellectual property) mapping out how we will turn our vision into a reality.

There are 4 primary elements to CGC that we will work to evolve naturally.

Golf cart rentals.

01

Golf cart and EV (electric vehicle) sales.

02

Golf cart and EV service department.

03

Golf cart and EV accessories and parts.

04

All aspects of CGC's operations will initially be encompassed within these four departments where our Administrative infrastructure will provide oversight and management. Our cooperative partnerships will reduce the initial workload in-house as we scale our in-house capabilities over the short term.

CGC has mapped out our evolution related to accounts payable and receivable and we are prepared to enter into a leasing agreement with a facility now.







CGC has custom written a formal Cooperative Partnership Agreement document for the first type of cooperative partner we seek to engage. CGC will selectively explore and then enter into mutually beneficial cooperative partnerships with individual investors and other business professionals who want to work with us. This type of cooperative partner can be a participant or a non-participant in the operations of our business while providing one or more types of financial contribution towards our expansion initiatives.

This will empower CGC with the financial resources necessary to complete the building of a solid foundation for our operations and this presentation has been created to solicit this type of partnership for CGC.





The second type of cooperative partnership that CGC will seek to secure will be with other individual businesses who currently offer other types of equipment rentals and are looking to expand into golf cart rentals. We have identified a number of companies we want to work with in this area and those we have spoken with are very interested. Our work to expand through cooperative partnerships will continue in other areas.



To us at CGC we believe that building mutually beneficial cooperative partnership agreements with others who want to expand drastically reduces the overall costs associated with trying to do everything in-house all at once. This gives us options to expand into new areas and to offer a wider range of products and services to our clients.

Sometime in the near future CGC will evolve into the development of a customized mobile app that will run seamlessly with a sophisticated website providing access to available rentals, service scheduling, accessory and parts ordering and a lot more. Our prototype has been designed and we are working on the app in our spare time.



Our accounting and inventory software handles our POS (point of sale) functions and alerts related to inventory ordering and other functions. We are currently building a new website and our goal is to streamline public access to the products and services we offer.

CGC will use social media to market and promote our business within the geographic areas we serve. Our intention is to implement technologies that improve our operations saving us time and money along the way. CGC is still working on specific details not yet finalized however we already have a good grasp of what we need.



The most important thing an expanding business can do is "know itself" and our SWOT Analysis is open, honest and transparent.

CGC believes that the demand for the products and services we offer along with our overall game plan for meeting that demand are our greatest strengths.



CGC believes that our weaknesses in limited capital and our Team being new in the industry are both temporary. We have a game plan to overcome these weaknesses quickly.



The two primary opportunities are for CGC to offer a wide range of products and services as well as to grow our rental fleet with new clients.



One possible threat is local and state regulatory compliance changing in a manner to impact our overall cost of doing business. The other primary threat is competitors who already are established in our geographical areas.





CGC will enhance our strengths by adding products and services that our clients want. We will also focus on impeccable customer service resulting in a loyal customer base.

CGC is quickly resolving our primary weaknesses by becoming fluent in the industry of golf carts and EV (electric vehicles) and obtaining the capital we need to grow.

CGC will embrace new opportunities while growing our cooperative partnerships with other companies while expanding on the types of rentals we offer and where they are available to be rented.



CGC has a realistic approach to decrease the threats we face as an expanding company. Most of this work falls under our intimate IP (intellectual property) and we will provide the resources necessary to meet these challenges.

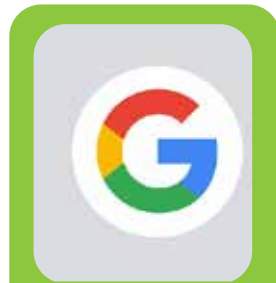


OUR ONLINE PRESENCE

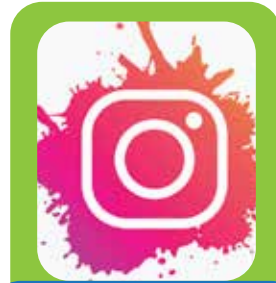
CGC is developing our social media presence organically through the implementation of strategies that will give us great exposure on social media platforms such as:



Facebook



Google Reviews



Instagram



LinkedIn



TikTok



Twitter



Youtube



CGC will work diligently to build a social media following by being engaging and authentic. We understand the power of social media and how to use it to generate exposure for our business.





Right now CGC has two websites:
www.charlottegolfcartrentals.com
and
www.charlottegolfcarts.com

We are working to determine if we will keep both individual websites or combine them into one. As we evolve, CGC plans to have just one website and mobile app for our entire business.

Either way, our website(s) will be informative, visually stimulating and highly efficient at informing our client base. We plan to update the information we have online regularly and evolve into our own iPhone and Android mobile app soon.

As anyone can appreciate there is a wide diversity of options related to the functionality that can be made available through our website presence and CGC is making decisions that we believe our clients and the general public will find appealing.





CGC will allocate a % of our revenue to ongoing advertising and marketing initiatives online and will explore new platforms to utilize to gain more exposure for CGC.

CGC understands that our online presence is one of the most immediate sources of an active audience who may be looking for what we offer. We have plans to implement the following strategies online:

- 1 Facebook, Instagram, TikTok and Twitter ads.
- 2 Facebook and LinkedIn group participation.
- 3 Profiles on Yelp and Yext, two of the most popular online directories available.
- 4 The creation and publishing of videos on YouTube then sharing those links to the videos on our social media profiles and within the groups we are members of using influencers to promote our ads to their audiences.





CGC will selectively place ads in printed publications, such as community newsletters and distribute flyers into select neighborhoods where our client base lives. In addition we will run small yet ongoing ads in free and paid publications like:

- Local free publications that our Client base frequently reads.
- Coffee News and free Real-estate and residential rental publications.
- Auto, RV and boat sales publications.
- Campground ads to include leaving flyers and business cards in select businesses.
- CGC has other initiatives that are an intimate part of our IP (intellectual property) that we choose not to disclose publicly that have amazing potential.

CGC acknowledges that there are between 3 and 5 serious competitors in the Charlotte NC area and other competitors exist in other geographical locations where we plan to grow our footprint.-



The question isn't if CGC has competitors but rather how CGC will compete to obtain market share.

GCG recognizes the consumer has multiple choices in our market place and our competitors are all good companies in their own right. What CGC will do to gain market share and build a reputation for ourselves is as follows:

- Aggressively advertise, market and promote through a diversity of avenues.
- Strive to build solid relationships and gain loyal clients.
- Offer "convenience" options to better serve our clients.
- Be diverse in the styles and quality of our golf carts and select EV's (electric vehicles).

CGC is entering into a market where other competitors exist, however the demand is high enough so that we will have an opportunity to gain loyal clients and grow our operations and offerings. CGC will seek to compete in a friendly manner and whenever possible form relationships with our competitors for mutual benefit.



CGC will seek to attract different types of clients from a diverse range of environments not limited to the visual below. We have referenced "clients" throughout this presentation, however the title "customers" also applies.



There are many different client types CGC will work to attract and we will be creative in our approach to build new relationships.





As we have suggested in pages 9, 10 and 15 of this presentation CGC has an incredible game-plan. This will ultimately turn us into a "Leader" within the golf cart and EV sales, rentals, parts and service industry where we have a footprint.



Past year 2 of our operations our expansion will be through establishing licensing agreements with other established businesses who will work with CGC to offer our products and services to their customer base. This will enable CGC to expand without having to take on heavy startup expenses resulting in a smooth pathway to more profitability.



CGC believes that it is our responsibility to "give back" to the communities we serve using a predetermined percentage of our net profits and/or surplus income. CGC's charitable contributions may include, however not be limited to one or more of the following areas of support:



Adopt a Highway



Youth Sports



Animal Shelters



Local Food Banks



A Safe Place

CGC is still mapping out our areas of interest regarding our charitable allocations and will select those we feel good about at the appropriate time. This may eventually lead to CGC creating a charitable trust or foundation to funnel our resources more efficiently.



My family and I appreciate you taking the time to read over this foundational presentation for our businesses Charlotte Golf Carts and Charlotte Golf Cart Rentals!



CGC welcomes anyone who has an interest in doing business with us to contact us anytime for a more in-depth conversation. Things are really exciting right now and CGC will be publishing updates to this presentation in addendum form as we reach certain milestones.

We look forward to the privilege of meeting new people and gaining new clients as we build a solid foundation for our business that will stand strong through the many years to come.

Fred Griffith
Founding Member

