

# BUILDING THE WORLD'S LARGEST CANNABIS LIFESTYLE ENTHUSIAST NETWORK

### **Our Mission**

CrowdGather seeks to focus efforts online by building a vertical interest network of cannabis forums and offline by entering the rapidly growing coworking space.



We will return to our roots and draw from our experience in building successful Internet forums to build our ideal network of cannabis enthusiasts online, then move our focus to building a network of cannabis-friendly coworking spaces, initially in California before expanding nationwide.

# Recent Highlights

- Recent sale of social gaming subsidiary for \$3.5 M
- •Fixed price conversion by Iconic at \$0.01 per share
- Initial equity financing of \$125,000 at \$0.01 per share
- Acquisition of Weedtracker.com in 2015
- Over 5,000 Shareholders; Public for 8 years
- Returning to our forum roots "gathering the crowd"

## CrowdGather

CrowdGather's expertise lies in operating and growing vertical enthusiast networks.

- Experience includes running PbNation.com, the Internet's leading source of information for paintball enthusiasts (PbNation.com has been sold)
- Current assets include:
  - RapMusic.com Top listing for "rap music" search on Google
  - SneakerTalk.com The largest news and online community website for sneaker enthusiasts
  - nsider2.com The largest Nintendo community on the web
  - yuku A large social community which allows users to build their own forums for free

CrowdGather's publisher network is firmly established and continues to grow.



60 MILLION
MONTHLY PAGE VIEWS



6 MILLION
MONTHLY UNIQUE
VISITORS



# The CrowdGather Vision

CrowdGather recently sold its gaming assets to focus efforts on growing a cannabis enthusiast network by leveraging its current public assets.

- The communities currently owned and operated by CrowdGather are mostly focused on gaming and entertainment
- Gaming and entertainment verticals are synergistic to cannabis, with a large crossover in user demographics
- CrowdGather's cannabis portfolio already includes RapMusic.com, Weed Tracker, and Coupons For Weed
- CrowdGather's online communities provide an opportunity for targeted advertising to cannabis enthusiasts across multiple demographics

CrowdGather already owns multiple properties that are cannabis-friendly and play a key role in building the network.







# The Prevalence of Internet Forums

CrowdGather aims to create a network of forums for cannabis users to connect with each other anonymously to discuss cannabis as well as a secondary interest, such as music or gaming.

- Thousands of forums exist on the Internet with numbers continuing to rise. Users look for communities populated with like-minded individuals, giving them the ability to discuss interests and feel connected to a group.
- Users can find forums focused on a variety of interests including:
  - Gaming
  - General Discussion
  - Parenting
  - Music
  - Fashion

### FORUM STATISTICS

Largest Communities						
Gaia Online	26,476,431 members					
Game Battle	6,396,149 members					
GSN Buzz	5,313,116 members					

Most Forum Posts						
ConceptArt.org	8,593,255,108 posts					
Gaia Online	2,077,601,298 posts					
4Chan	1,012,728,059 posts					

Source: www.thebiggestboards.com

### Forums and Cannabis Use



An Internet forum provides the platform for people to hold discussions on topics of common interest.



Cannabis enthusiasts are generally eager to network and connect with like-minded people, making forums an ideal outlet for socialization.



There exists a large number of forums focused on gaming, entertainment, and technology—verticals synergistic with cannabis culture.



The anonymity provided by forums gives cannabis users a platform to discuss their experiences openly without fear of any repercussions.

## WeedTracker

### Plans for WeedTracker:

1

Forum will be maintained

2

Re-skin site to look like Weedy

3

Maintain Weedy's noncommunity features

By using WeedTracker's existing membership to gain traction for Weedy under the WeedTracker name, we will build additional traffic and grow revenues.

# Weedy

CrowdGather plans to turn Weedy into a community builder website to provide a place for cannabis user and patient groups to connect with each other anonymously

Yuku's software (formerly EZboard) will be used to turn Weedy into a site where cannabis enthusiasts can create community groups

> 200M REGISTER ED USERS

At its peak, Ezboard had nearly 20 million registered users

Turning Weedy into a community builder will fulfill a currently unmet need for cannabis enthusiasts to connect and communicate with each other safely and anonymously.

#### **EZboard History:**

- EZboard, one of the largest online forum builders, was created in 1996
- Provided the ability for anybody (even those unexperienced with web technology) to build a forum dedicated to their interests
- Both paid and free accounts were available, with free accounts supported by ad revenue
- In 2008, EZboard began redirecting to Yuku
- In 2011, Yuku was acquired by CrowdGather which included all legacy EZboard domains
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# Strategies for Growth

CrowdGather is dedicated to growing the leading cannabis enthusiast network, giving cannabis businesses the ability to reach their ideal customer base with ease.

- In addition to leveraging current assets, CrowdGather plans to continue building out an audience of cannabis enthusiasts by targeting marijuana-friendly verticals such as gaming and entertainment
- CrowdGather will build new communities, buy existing communities, and invest/incubate upcoming communities to establish the appropriate audience
- With an established audience of cannabis enthusiasts and documented visitation and growth, the properties can be monetized by building out an extensive ad network
- Unlike other ad networks in the cannabis space,
   CrowdGather owns its own properties, ensuring access to ad inventory



CrowdGather will build its cannabis enthusiast network with content, community, and commerce, providing numerous revenue opportunities in advertising, lead generation, ecommerce, and inapp purchases.

# The Rise of Coworking

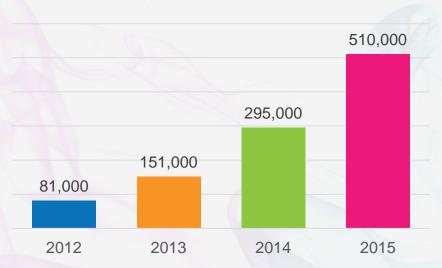
Coworking is the use of office space by multiple companies or people who are either self-employed or telecommuting.

- Using a coworking space gives workers access to shared resources such as meeting space, Internet access, and highvolume printers.
- Those who work remotely often prefer to work outside the home but cannot afford to purchase their own office space.
- Coworking provides the flexibility of working remotely with the community benefits of working alongside others.
- According to Forbes, the recent growth in the coworking space industry is expected to continue in the coming years

### Number of Coworking Spaces Worldwide



### Number of Coworking Members Worldwide

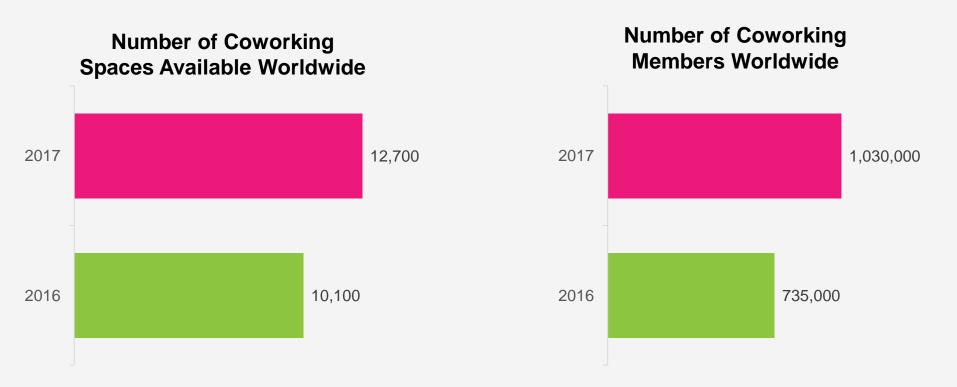


Source: www.deskmag.com

# **Coworking Projections**

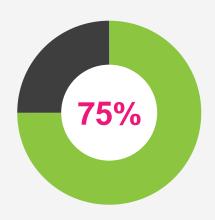


The popularity of coworking is expected to continue to rise in the coming years.

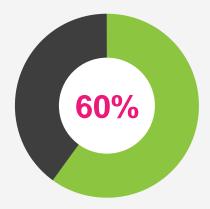


Source: www.deskmag.com

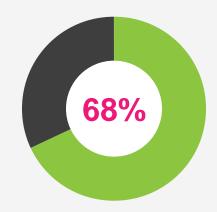
# Why Members Choose Coworking



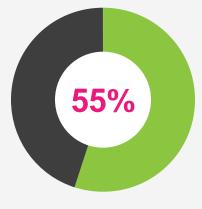
Casual **Small Talk** 



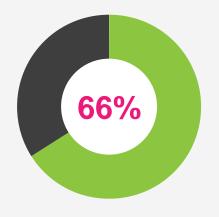
**Brainstorming and Sharing** Ideas



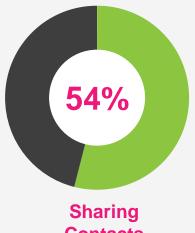
**Sharing** Knowledge



**Sharing Opportunities** 



**Enjoying Others' Company** 



**Contacts** 

Source: www.deskmag.com

# **Coworking and Cannabis**

Like other workers, cannabis entrepreneurs are looking for coworking spaces to conduct their business on a regular basis.

- CrowdGather will begin by opening an initial coworking space in Los Angeles in 2016 before expanding nationwide.
- CrowdGather aims to create cannabis-friendly coworking spaces to bring like-minded entrepreneurs together. Ideally, each space will be in close proximity to a cannabis startup incubator and also feature:



#### **Cannabis Coworkers Have Unique Needs:**

- Because the cannabis space is still new, many cannabis entrepreneurs find difficulty in locating their peers.
- Fear of judgement from the office space owner or other coworkers often discourages cannabis entrepreneurs from seeking a coworking space.
- Cannabis entrepreneurs gain the most benefit from coworking with other cannabis entrepreneurs to encourage:
  - Sharing industry knowledge
  - Discussing business trends
  - Brainstorming new ideas
  - Sharing business contacts

As new cannabis businesses continue to open, the need for suitable cannabis-friendly coworking spaces will rise.

CrowdGather will fill this niche nationwide as new legislation passes.

# The Growing Cannabis Industry

Current trends in the United States point to continued rapid growth in the legal cannabis industry.

- Most Americans favor the legalization of cannabis, making the topic a bi-partisan issue that will be a key talking point in the upcoming 2016 election
- Research has clearly shown the benefits of medicinal use, rendering prohibition propaganda largely ineffective
- Measures passed by the federal government have greatly reduced risk for cannabis businesses that are operating in compliance of local and state laws

"Legal Marijuana is the fastest-growing industry in the U.S." – Huffington Post

The legal cannabis industry in the United States is growing rapidly.

**74% GROWTH**IN 2014

\$2.7<sub>B</sub>
MARKET
IN 2014

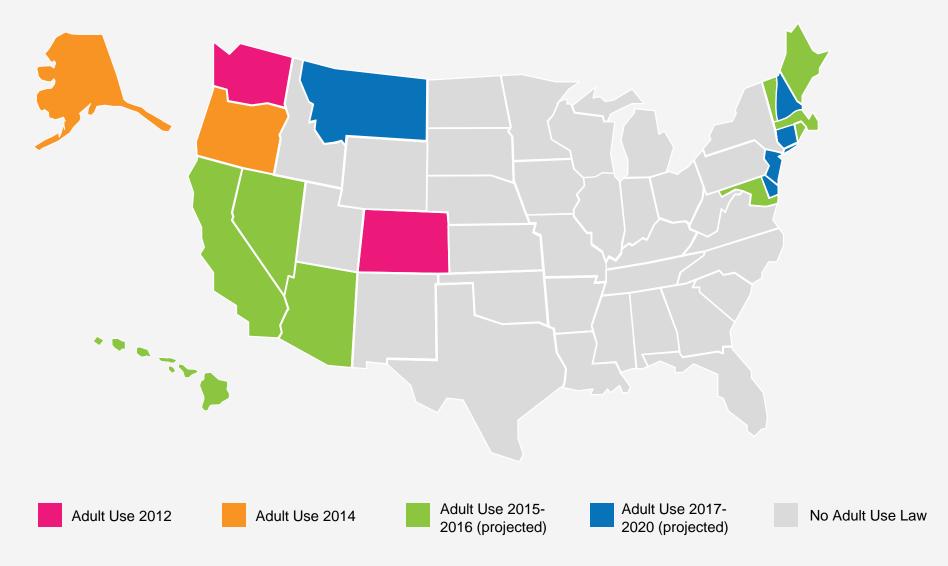
\$252M

WASHINGTON'S PROJECTED SALES INCREASE IN 2015 341%

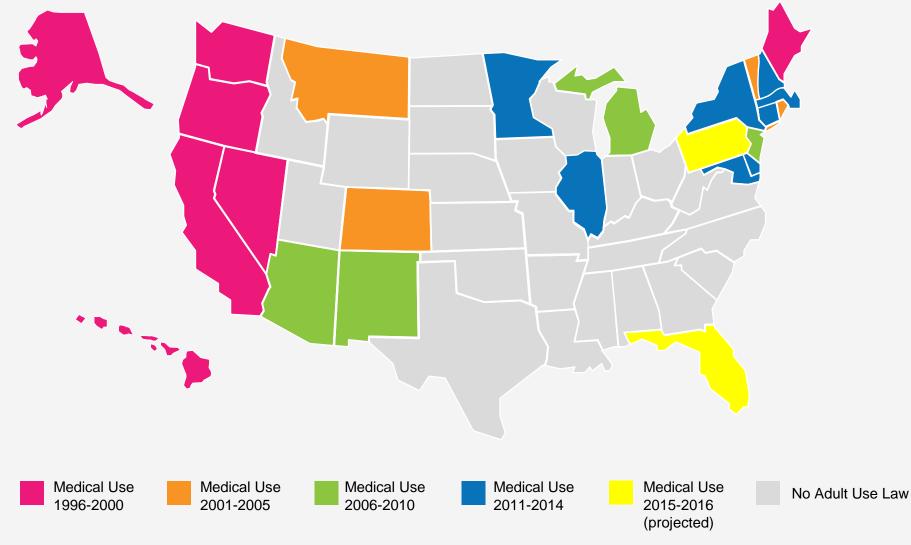
NEVADA'S 2015 GROWTH PROJECTION

This trend is expected to continue as more states pass legislation.

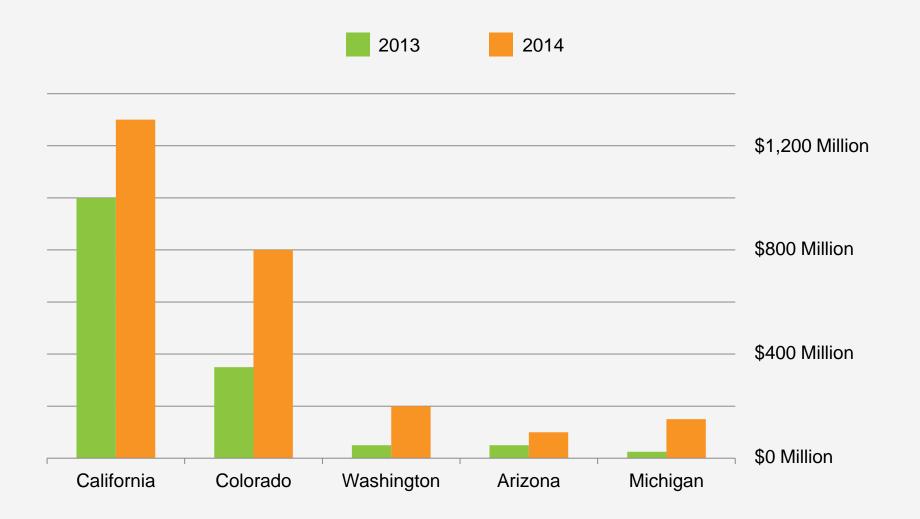
# Adult Use Legislation



# Medical Use Legislation



# U.S. Cannabis Sales in Top 5 States



# **Upcoming Legislation**



17 states plan on hosting ballot measures related to legalizing marijuana in 2016

#### **Medical Initiatives**

- Florida
- Idaho
- Nebraska
- South Dakota
- Wyoming

### **Full Recreational Initiatives**

- Arizona
- Arkansas
- California
- Georgia
- Maine
- Massachusetts

- Michigan
- Mississippi
- Missouri
- Montana
- Nevada
- New Mexico

Source: congress.org

# Six Month Pro Forma Forecast

	Jul.	Aug.	Sep.	Oct.	Nov.	Dec.
Forum Revenue	\$39,000	45,000	50,000	62,000	72,000	77,000
Co-working Revenue				\$5,000	8,000	15,000
Revenue Growth		15%	11%	34%	20%	15%
Gross Profit	39,000	45,000	50,000	67,000	80,000	92,000
Advertising	1,000	2,000	2,000	3,000	3,000	3,000
Payroll	34,000	42,000	42,000	47,000	47,000	47,000
General and Administrative	28,000	28,000	77,000	27,000	27,000	32,000
Operating Expenses	63,000	72,000	121,000	77,000	77,000	82,000
Gain (Loss)	(24,000)	(27,000)	(71,000)	(10,000)	3,000	10,000

# Post-conversion Summary

	Offering Cash Contribution	Offering Debt Conversion	Offering Share Count	Total Share Count	Total Ownership
New Investment	\$400,000		40,000,000	40,000,000	20.25%
Sanjay Sabnani		\$100,000	10,000,000	28,986,938	14.67%
Vinay Holdings		100,000	10,000,000	12,000,000	6.07%
Directors and Officers		30,000	3,000,000	3,000,000	1.5%
Bosko Djordjevic				40,532,814	20.52%
	\$400,000	\$230,000	63,000,000	124,519,752	62.09%
Existing Outstanding			-	76,016,820	37.91%
	\$400,000	\$200,000	60,000,000	200,536,572	100.00%

# Team and Experience



Sanjay Sabnani Chief Executive Officer

Currently Chairman and CEO of publicly traded digital media company, CrowdGather, Inc. (www.crowdgather.com), Sanjay Sabnani is an accomplished executive and financier with extensive experience in building high growth businesses in emerging sectors. Through the acquisition of WeedTracker.com last year, Sabnani initiated a refocusing of his company's efforts onto the digital cannabis sector. Sabnani's passion for cannabis has resulted from a very personal connection with the plant as medicine.

Sabnani is currently an advisor to digital cannabis delivery and strain selection service WoahStork.com as well as a mentor for Oakland based cannabis full immersion incubator, Gateway (www.gtwy.co).

A frequent contributor on online outlets including Quora, Huffington Post, Forbes, and Slate. He is also published in two medical addiction treatment text book chapters as the only non M.D. or PhD contributor, and has authored and received patents based upon his understanding of the GABAa receptor complex and its implication in anxiety, addictive, and eating disorders.



Richard Corredera
Chief Operating Officer &
Chief Financial Officer

Richard has nearly 18 years of experience in software engineering, systems design, business development. He serves as President and Chief Operating Officer of Plaor, where he manages the business operations including business development, compliance, and accounting, in addition to overseeing its strategic technology development. Prior to Plaor, Richard co-founded DoubleTap Games and was a technical director at THQ's Helixe development studio and Sony Online Entertainment from 2002 to 2012. Mr. Corredera is an Enrolled Agent and admitted to practice before the Internal Revenue Service.

### **Board of Directors**

## James Sacks Board of Directors

Sacks is currently President of JAS Holdings, providing Business Process Outsourcing sales for Medical Services companies. Previous to this, James was a registered securities broker & principal for a number of national brokerage firms.

## Chuck Timpe Board of Directors

Timpe is a seasoned director and financial executive and has served as a director since 1998 for IPC-The Hospitalist Company (IPCM:NASDAQ) and as an advisor to CrowdGather since October 2008. From June 2003 to November 2008, Mr. Timpe served as the chief financial officer of Hythiam, Inc. (HYTM:NASDAQ). Prior to joining Hythiam, Mr. Timpe was chief financial officer, from its inception in February 1998 to June 2003, of Protocare, Inc., a clinical research and pharmaceutical outsourcing company which merged with Radiant Research, Inc. in March 2003. Previously, he was a principal in two private healthcare management consulting firms he co-founded, chief financial officer of National Pain Institute, treasurer and corporate controller for American Medical International, Inc. (now Tenet Healthcare Corp.; THC:NYSE), and a member of Arthur Andersen, LLP's healthcare practice, specializing in public company and hospital system audits. Mr. Timpe is currently a business consultant. Mr. Timpe received his B.S. from University of Missouri, School of Business and Public Administration, and is a certified public accountant.

# **Hazim Ansari**Board of Directors

In his 16 years as an intellectual property attorney, Hazim has assisted dozens of emerging companies in raising financing, establishing critical joint ventures, and closing foundational revenue deals. Hazim has co-founded several companies, including Novel IP which is a pioneer in the offshore IP industry, and successfully built them through to profitability and/or acquisitions. Hazim received his B.S. in Chemical Engineering from Stanford University and his J.D. from Loyola Law School (magna cum laude).

# Cannabis Advisory Board

#### Todd Winter Advisor

Mr. Winter began representing companies involved in the medical cannabis industry in 2008 shortly after the Attorney General Guidelines in California were released. He has a vast amount of experience in every facet of the industry, from indoor and outdoor cultivation, dispensaries, technology companies, testing labs and edible companies, including two of the largest edible companies in the world. Considered one of the foremost experts in corporate structures, transactional documents, and intellectual property and licensing for the cannabis industry, Mr. Winter advises clients throughout the western states on all aspects of cannabusiness, legal issues and real estate matters. Todd is a founding and sustaining member of the National Cannabis Industry Association (NCIA), and was one of its first board members.

### Carmen De Jesus Advisor

Ms. De Jesus is the Director of Strategic Solutions at Verdus, a cannabis holding company. Verdus is the exclusive manufacturer of the Mary's Medicinals and Oakfor product lines in the state of California within this emerging industry. Carmen brings over 15 years of experience in digital marketing, branding, social media strategy, PR and advertising, working as a consultant to many startup teams as well as managing high-tech accounts during her tenure at J. Walter Thompson.

#### Nicco Reggente Advisor

Mr. Reggente is currently pursuing a Ph.D. at UCLA in Cognitive Neuroscience where he focuses on studying memory using fMRI. Nicco is the found and CEO of WoahStork, a marijuana technology company. He plans on utilizing his parallel passions of research and cannabis advocacy in the cannabis startup sector.

# **Investment Summary**

- •Significant operational history in building up both social media and social gaming businesses to record revenue levels
- Streamlined operations for low overhead and high operating leverage
- •Focus on gathering the crowd online through forums and physically through cannabis coworking spaces
- Experienced Management and Board
- Influential cannabis Advisory Board Members