

Extenda Touch EXECUTIVE SUMMARY



ABOUT US

ExtendaTouch is a free online service, connecting caregivers personally and securely, while providing access to essential support, resources, and community-reviewed products and services.



CHALLENGE

1 out of 3 Americans will require caregiving this year, yet the caregiving space is highly fragmented and caregivers are under resourced.

90% of caregivers - or 53 million Americans - are family members and friends. With 117 million Americans in need of caregving, there is a vast shortage of caregivers and caregiving resources.



SOLUTION

ExtendaTouch is a technology driven service supporting caregivers. We create cross-promotional alliances with Associations, Organizations, Communities, and Companies so caregivers have access to more support.



WHY NOW

ExtendaTouch enhances access to support and resources required for effective caregiving.

- **20%** of Americans are caregivers, many of whom critically need additional support and resources.
- Our rapidly aging population of Baby Boomers adds tremendous stress to an already under-resourced ecosystem. By 2029, Alzheimer's will affect 1-in-3 over 80.
- Social determinents, Global Pandemic, Overwhelming Needs, Lack of Resources and Fragmented Services require a comprehive solution to coordinate sharing of information and relevant support.

CONTACT US

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- www.extendatouch.com
- 64 Atwood Ave, Sausalito, CA 94965

ESSENTIAL FACTS



Market Size

Caregivers and care recipients are estimated to spend more than **\$62bn** out-of-pocket in 2021 for goods and services.



Universal Access

ExtendaTouch is accessible through any smart device, operating system and browser so the largest amount of caregivers have access.



Product

ExtendaTouch is a secure technology-driven service that personally and promptly connects caregivers to other caregivers, institutions, support and resources.



Business Model

The service is 100% free for caregivers. We will monetize corporate partnerships for exclusive product and service placements.



Team

Andy Cramer (Business Executive, Founder of 4M member community), Al Farmer (Technology Executive), Bill Carson (Board Chair, Otsuka), Ty Walrod, 2x Successful Founder

About Us

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Team



Andy Cramer

CEO and Co-Founder

Community Organizer, 4 Million Members, Caregiving Expert

in Andy Cramer Linkedin



Al Farmer

CIO/CTO and Co-Founder

Information Architect, Cybersecurity, Research and Development

in Al Farmer Linkedin



Nathan Shedroff

Product Design and Development

Pioneer in Experience, Interaction and Information Design

in Nathan Shedroff Linkedin



Bill Carson

Strategic Relationships and Co-Founder

Global Regulatory Interactions, M&A Strategy, Joint Ventures, Process Governance

in Bill Carson Linkedin



Cordey Lash

Marketing Director

Brand Strategist, Recognized leader in Diversity, Social Justice, and Equality

in Cordey Lash Linkedin



Justin Nahama

Advisor

Former Federal Prosecutor Marine, Spectrum Care Alliance

in Justin Nahama Linkedin



Dom Odoguardi

Intern Program Manager

Research, Social Media, Facilitators, and Market Expansion

in Dom Odoguardi Linkedin



Larissa Morales

Military Outreach Specialist

Outreach Coordinator for Veterans, Families and Caregivers

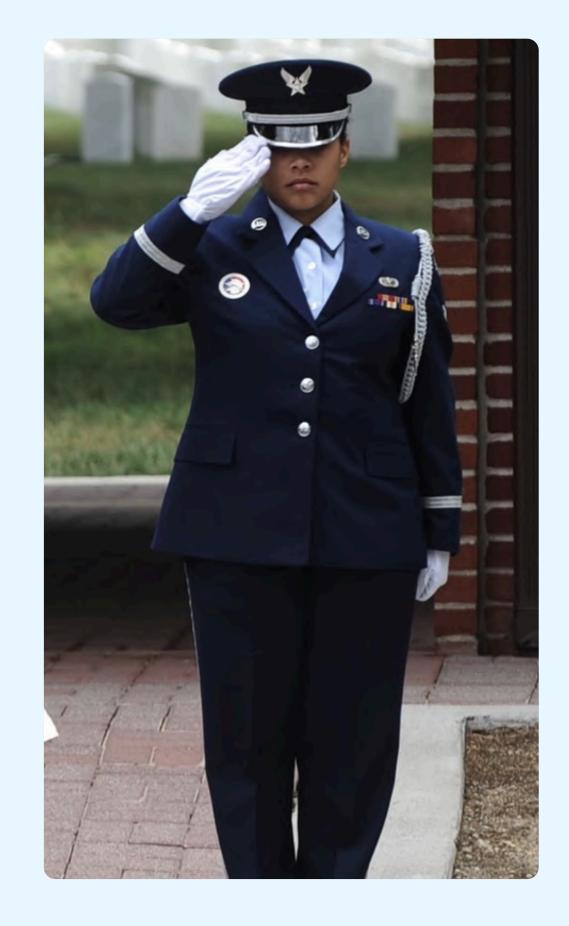
Larissa Morales Profile



Larissa Morales

Military Outreach Specialist

Caregiving has always been an integral part of my life. I spent three and a half years in healthcare, working in different capacities including breast cancer health. After that, I enlisted and spent seven years in the Air Force as an Honor Guard member that conducted funerals for wounded warrior and veterans. Enlisting in the Air Force consisted of serving and protecting the U.S. Constitution but also serving and protecting the safety of citizens. I am eager to reach out to my fellow veterans, service members, and their families. I will be assisting them in learning about ExtendaTouch, and how they can safely share personal private information and support that will improve the quality of their caregiving and their lives.



Why additional assistance is required for the caregiving community

RAPIDLY AGING POPULATION AND FEWER RESOURCES

Increasing Population over 65

- 11,000 baby boomers turn 65 daily.
- Boomers over 65 will double from 32M in 2020 to 72M by 2029.
- 1 in 3 people in their 80s will develop Alzheimer's by 2029. [1]

Fewer Resources

- 30% over 65 need a geriatrician. Only 3,500 in the U.S. Short 13,000 and not keeping pace.
- 20% of Americans live in rural areas. 121
 hospitals shuttered with 453 vulnerable to
 closing. Rural closures are leading to higher
 mortality rates. [2]
- 25 million Americans 60+ are economically insecure, living at or below Federal poverty level (FPL). [3]

ISOLATION & LONELINESS LINKED TO HEALTHCARE ISSUES

Isolation

- 24% of older adults are considered socially isolated and lonely.
- Social isolation is associated with a 50% increased risk of dementia.
- 70% hadn't identified a caregiver who would help if they became ill 35%. Didn't have family or friend to help with life's challenges.
- Immigrants and LGBT people are more at risk for isolation. [6]

Loneliness

- One third of adults 45 and older feel lonely.
- Loneliness is associated with higher rates of depression, anxiety, and suicide. [4]

BROAD CAREGIVER CHALLENGES

Disabilities are pervasive

- 26% of all adults are disabled.
- 40% over 65 are disabled.
- 25% of women are disabled. [5]
- One-in-54 children are diagnosed with Autism, triple the rate 20 years ago. [7]

Caregivers neglect themselves

- 21% report fair to poor health.
- 33% without a healthcare provider.
- 33% unmet healthcare due to cost.
- 50% report Covid-19 is harming mental health, particularly front line workers. [6]

Caregiving needs are steadily increasing

Veterans

- 96% of veteran caregivers are female and 70% provide care to their spouse or partner. [1]
- 5.5 million caregivers cared for former or current military personnel in the U.S. in 2019. [1]
- On a single night in January 2019: 37,085 veterans were experiencing homelessness. [2]
- Veterans Brain Injury Center reported nearly 414,000
 TBIs among service members between 2000-2019. [3]
- There are over 16.8 veteran suicides per day with an increasing trend. [4]

Dementia

- An estimated 5.8 million Americans age 65 and older are living with Alzheimer's dementia in 2020. [5]
- More than 16 million Americans provide unpaid care for people with Alzheimer's or other dementias. [5]
- Vascular dementia is the second most common cause of dementia, accounting for 5% to 10% of cases. [6]
- Lewy body dementia affects more than 1.4 million individuals in the United States. [6]
- 1-in-3 seniors dies with Alzheimer's or other dementia. It kills more than breast and prostate cancer combined. [7]

Autism

- 1-in-54 children are diagnosed with Autism, triple the rate 20 years ago. Boys are 4 times more likely than girls to be diagnosed. [7]
- Around 40% of children with Autism are non-verbal and have difficulty communicating. [7]
- A 2019 study suggests nearly 80% of Autistic children aged 2-5 years have disrupted sleep. [8]
- 85% of Autistic adults with a college education are underemployed or unemployed. [9]
- 500,000 youth within the Autism Spectrum are transitioning to adulthood by 2025. [10]

ExtendaTouch connects caregivers based on common experiences and shared feelings of worry and being ovewhelmed caring for a loved one.

- 1. Key Facts and Startiscs from the RAND Military Caregiving Study
- 2. National Alliance to End Homelessness 2019
- 3. U.S. Department of Government Affairs
- 4. National Veteran Suicide Prevention Annual Report 2017

- 5. Alzheimer's Association 2020
- 6. National Institute of Neurological Disorders 2020
- 7. Centers for Disease Control 2020

Caregivers are feeling overwhelmed

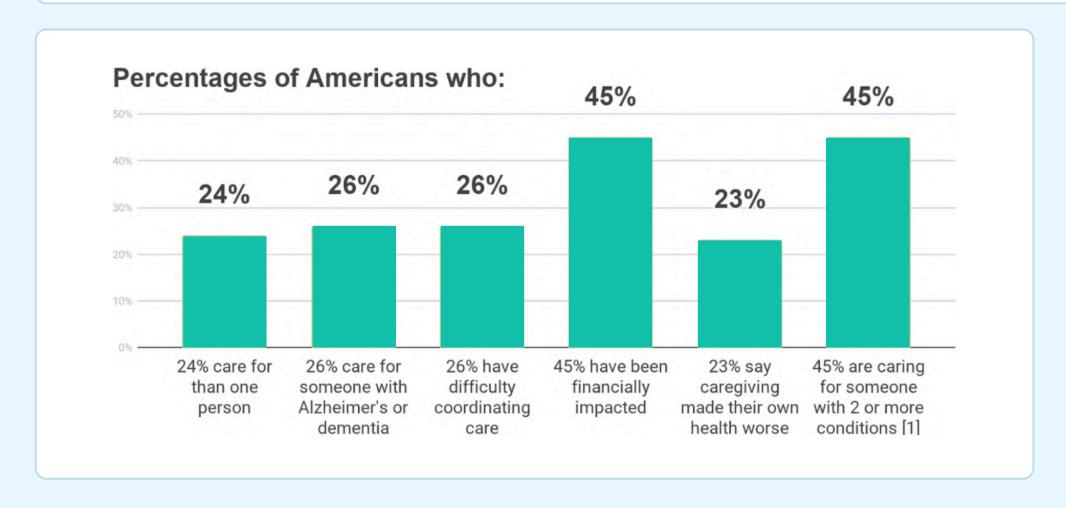
A diagnosis instantly creates new caregivers who are unprepared, uninformed, and unequipped. Long-term caregivers suffer from isolation and stress with many dying before their care recipients.

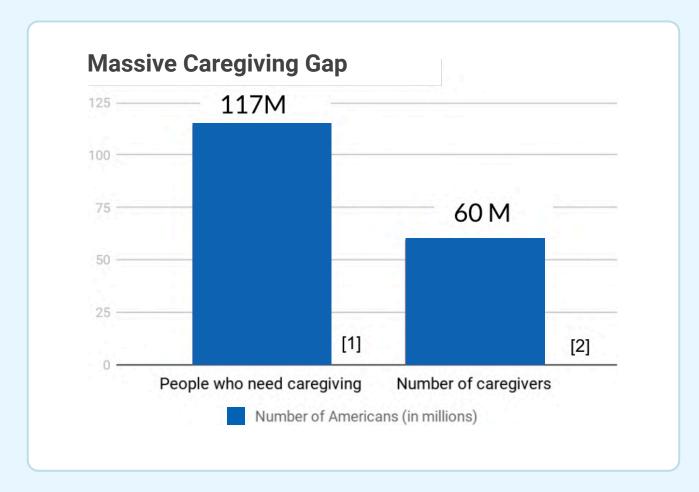
Corporate Issues

Employees who provide family caregiving are conflicted between their jobs and duties at home.

60% of family caregivers work. 80% stated that caregiving duties prevented them from optimal performance. [3]

Because of the Pandemic, employees who are also family caregivers have additional stress in both work and at home.





American Caregiving is in Crisis.

Overwhelming Needs

1 in 3 Americans will require caregiving in 2020.

Lack of Resources

1 in 5 Americans are caregivers, and most lack sufficient resources. 4 in 10 surveyed said they were not prepared to be caregivers.

ExtendaTouch

enhances access to support and resources required for effective caregiving.

Global Pandemic

All care recipient needs remain.

Covid-19 increasing caregiver burdens and adding new patients and caregivers daily.

Social Determinants

Lack of food, clean air, water, and poverty leading to mental and physical illness.

Fragmentation

Disjointed caregiving solutions silo information and support.

Sharing Resources for the benefit of Caregivers.

Sharing agreements with Associations, Organizations, Communities and Companies

Companies promote free access to Extenda Touch caregiving employees, comprising 60% of U.S. workforce

Companies provide no-risk reference to employees, while reducing HR overload, related expenses, and on-site caregiving liability.



Extenda Touch

Links to and from participating
Institutions in relevant topics will enable
ExtendaTouch caregivers access to
additional needed resources.

ExtendaTouch will assist Associations, Organizations and Communities to grow their membership to help more caregivers.



Associations, Organizations and Communities

Access to ExtendaTouch will enable members to engage in personal, safe, and confidential dialog, in a secure environment.



These individuals will discover Extenda Touch through Internet searches, social media, podcasts, and friends and family referrals.



Insurance Providers promote free access to their members:

ExtendaTouch will enable additional education and support for members, producing better health-related outcomes and reduced claims.

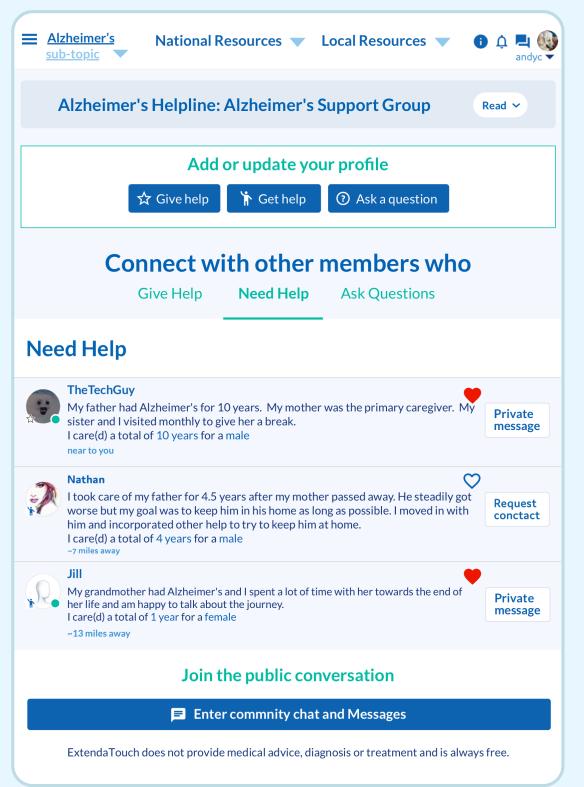


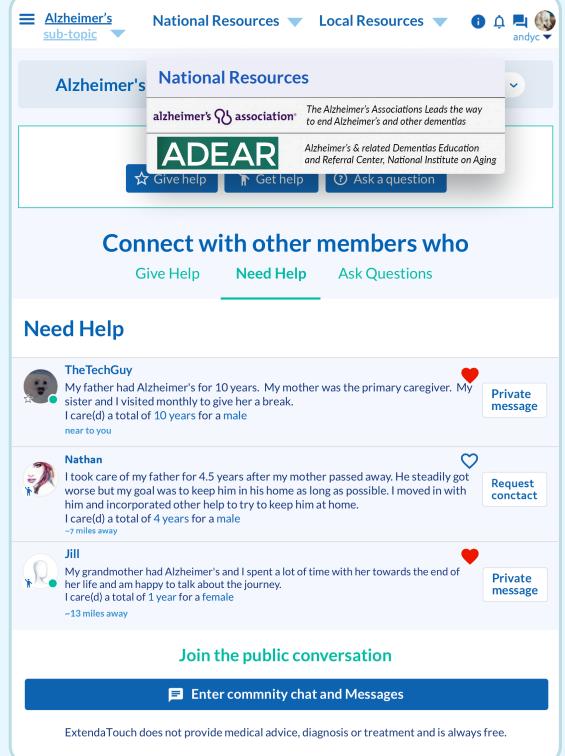
We form alliances with all associations, organizations, communities and companies that serve caregivers. Extenda Touch is an entirely free service.

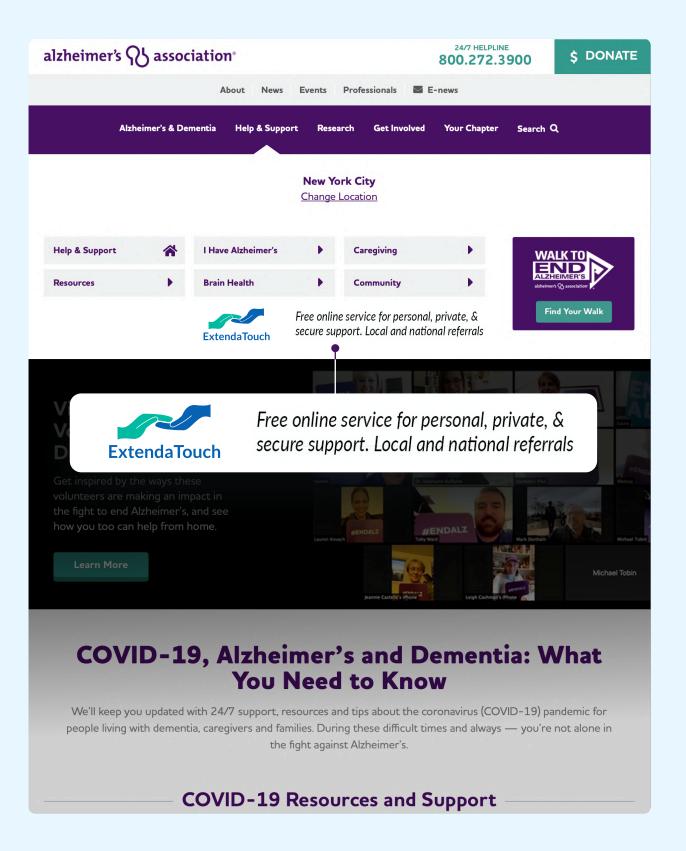


How We Create Impact Together

Sharing Experiences and Strategies with Those who Understand is a Win for All Caregivers and Partners

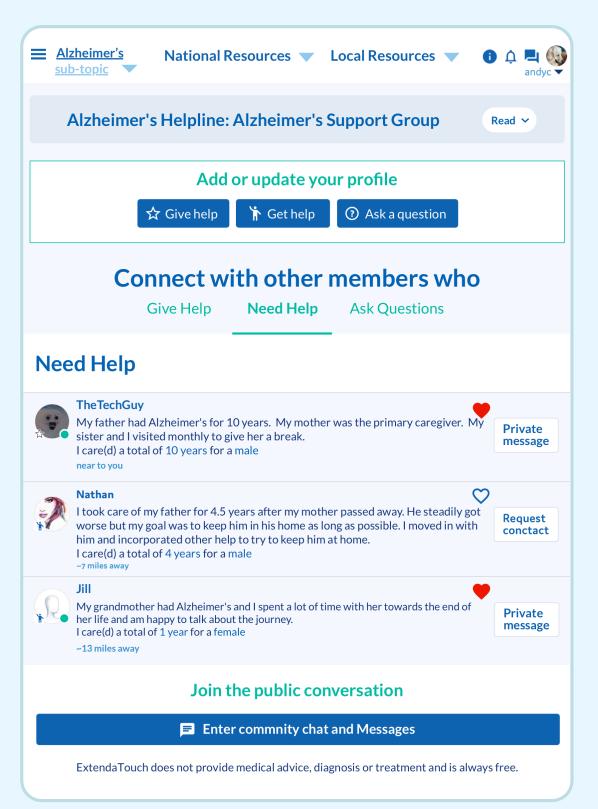


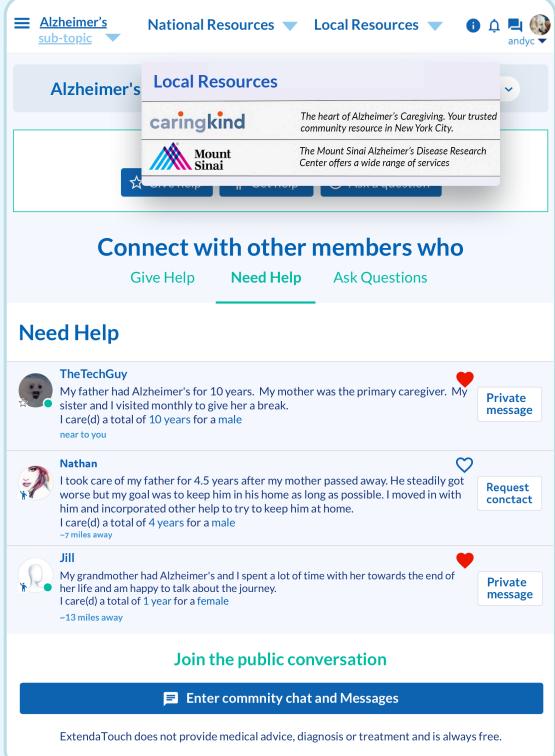


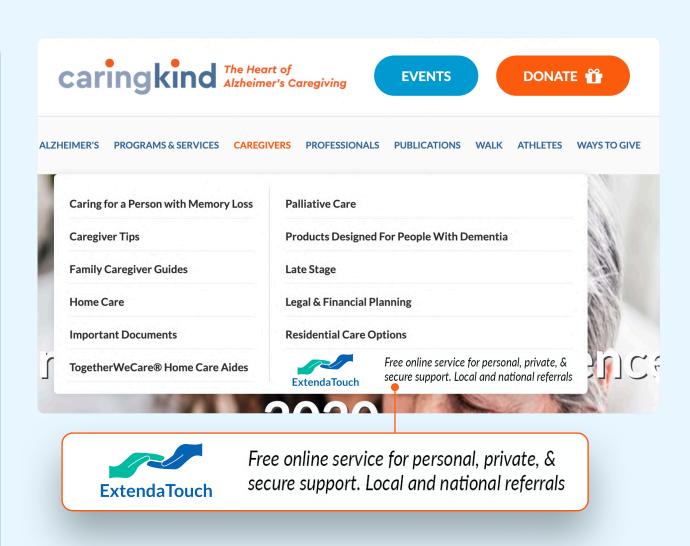


How We Create Impact Together

Sharing Experiences and Strategies with Those who Understand is a Win for All Caregivers and Partners







- Caregivers have access to relevant local resources as well as regional and national partners.
- Increased community traffic and membership for ExtendaTouch and our partners.

Benefits of Mutual Referrals

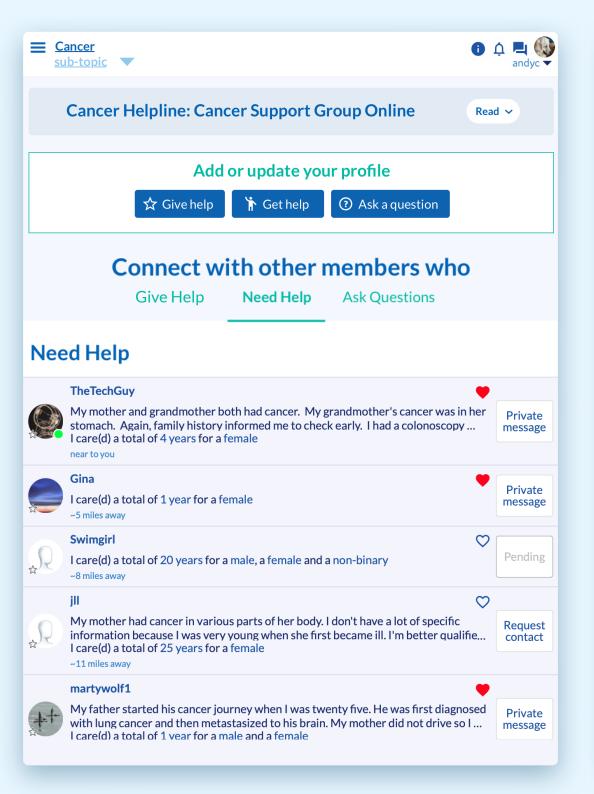
Distinct branding enables prominent mutual exposure.

ExtendaTouch is an entirely free service, so the greatest number of caregivers can participate.



Why ExtendaTouch?

ExtendaTouch enables caregivers to connect personally and relevantly for support and to discover more resources.



Our highest priorities: Privacy, Security, Universal Access, and Choice

Cyberattacks have risen over 500% in the first half of 2020 alone. • ExtendaTouch will remain entirely free, supporting all web and mobile platforms. Members can connect only with whom they wish to communicate. • We limit personal information to an email address, saved on a remote hard drive that is encrypted. • We welcome professional caregivers, but HIPAA rules apply. • Email provides secure encrypted requests for opt-in connections. Anonymous screen names and passwords remain entirely confidential. Amazon Web Services: Security Hub, Guard Duty, AWS Firewall Manager, AWS Single Sign-on, Secrets Manager, Cognito, WAF & Shield, Artifact, Key Management Services, Certificate Manager, Directory Service, CloudHSM, Resource Access Manager, IAM, Detective Join our free service and get connected Please keep me updated on new features and additional caregiver benefits

Submit

Your email address

Appendix

Caregiving Stories from Andy Cramer, ExtendaTouch CEO and Founder



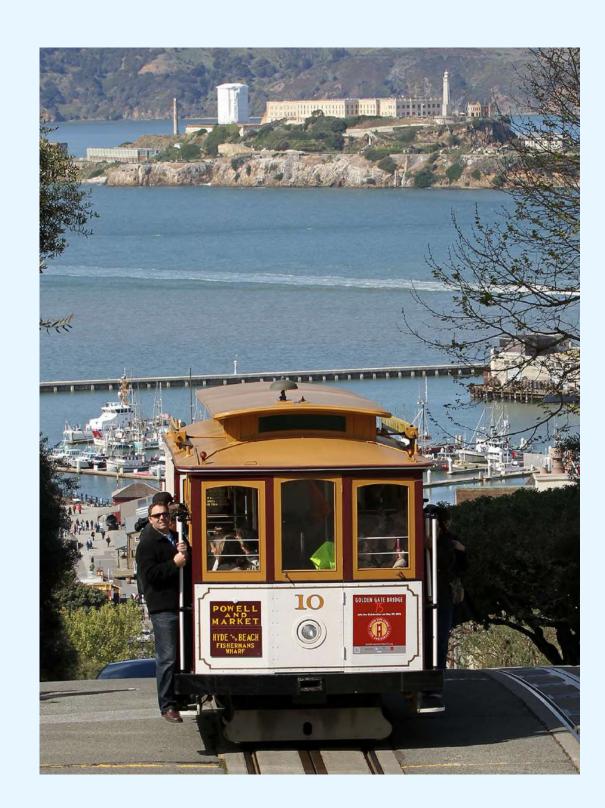
Andy Cramer, co-founder of ExtendaTouch

Introduction

In the 1970s, San Francisco became known as the gay mecca for LGBTQ people.

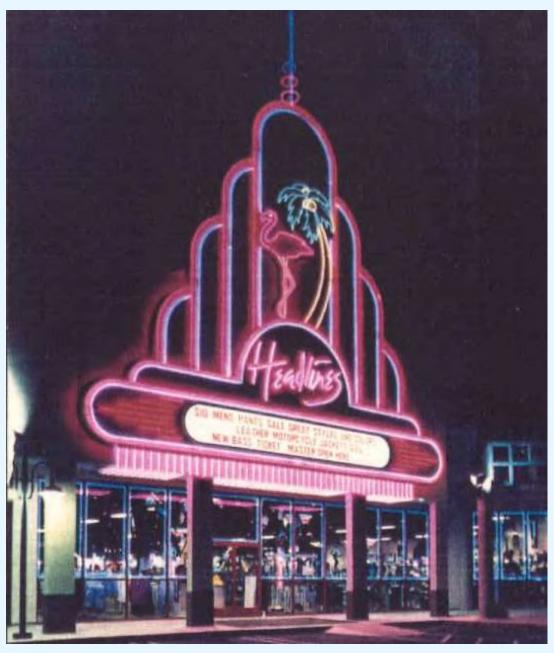
Andy Cramer, co-founder of ExtendaTouch, visited San Francisco in 1975, and came out as gay, after spending 25 years being lonely, isolated and closeted.

Andy opened a chain of specialty retail stores in the San Francisco Bay Area, with two stores on Castro Street, where the LGBTQ community was flourishing.



Andy coined the term "Retail Entertainment," showcased giant neon signs, and started expressing his free spirit.





The stores quickly became a San Francisco institution. Customers danced to the ever-pounding music, shopped for clothing, home furnishings, fashion accessories, gifts, they were entertained.

Andy declared Halloween an unofficial gay holiday, outfitting customers and selling tickets to the infamous Exotic Erotic Ball and gay parties with thousands of attendees.

The carefree life continued for four years, until, in 1981, it came to a screeching halt. In 1981, HIV/AIDS was first diagnosed.



In 1981, HIV appeared. It was first called GRID (Gay-related immune deficiency). Gay men were shunned, with many families refusing to take their sons home. The gay community united and became became caregivers for the sick and destitute.



Andy's stores were literally in the bullseye of the pandemic. Hundreds of his employees became caregivers, care-recipients and front-line workers.



Employees, too sick to work eight-hour shifts, still needed companionship and support. So four, two-hour shifts were created to cover an eight-hour workday.

Every cash register was stocked with giant baskets of condoms, selling for a penny, with the hope that once purchased, they would be used. They sold and distributed 6 million condoms.

Andy became a caregiver for his community during the AIDS Pandemic









Andy worked with Tom Waddell, a former Olympian, on the first gay games in 1982, to focus the community with a focus on health and wellness.

He supported and promoted the Stop Aids Project, Under One Roof, The Godfather Fund, and countless other support initiatives and fundraisers.

Every night for many years, Andy would visit his friends with AIDS before going home. It was during that time he learned about advocacy as the single most important quality of caregiving.

Over 15 years, Andy became an experienced caregiver to thousands of customers, and hundreds of friends.

In 1993, Andy became an Internet pioneer.



Realizing many more LGBTQ individuals could be reached and helped on the Internet than in his stores, he sold them and opened Online Partners, dba gaynet.

Over the next 6 years, gaycom merged with gaynet and developed an online site where millions met and provided companionship, information and support without any stigma.



By 1999, there were 4
Million Members and
5.1 Million hours of member
connections monthly.

The company expanded, merged with PlanetOut and went public in 2004.



People

Start planning!



Communities

Activist Way
Bisexual
Leather
Transgender
Women
Youth

Photo abum Women's pics

Interact

Go chat
Build homepages
Add chat to a site
Post messages
Chat guidelines
Volunteer

Learning about Caregiving

In 1998, Margaret, Andy's beloved housekeeper for 21 years, retired. Shortly after, she was diagnosed with Parkinson's disease.

For the next 20 years, Andy and AI, his husband and partner, assumed the responsibility of being her advocate. They paid her living expenses, made sure she had company, encouraged her in difficult moments, and were two consistent and present advocates she could trust.

During Margaret's last years, they arranged for 24-hour care, and she passed away at home at 93. During those 20 years of caregiving, they learned the importance of providing choice and consistency for care recipients.







Caregiving and the Birth of Extenda Touch

Eight years ago, Andy's mom was diagnosed with Alzheimer's. After falling in her shower, she moved to assisted living in South Texas, close to Andy's younger sister and grandchildren.

As her Alzheimer's disease progressed, she became an isolated shut in. Residents rarely spoke to each other, going back to their rooms until the next meal. She told Andy that having minimal conversation and no physical contact made life uneventful and lonely. Al and Andy understood the need to assist elderly citizens and founded ExtendaTouch.

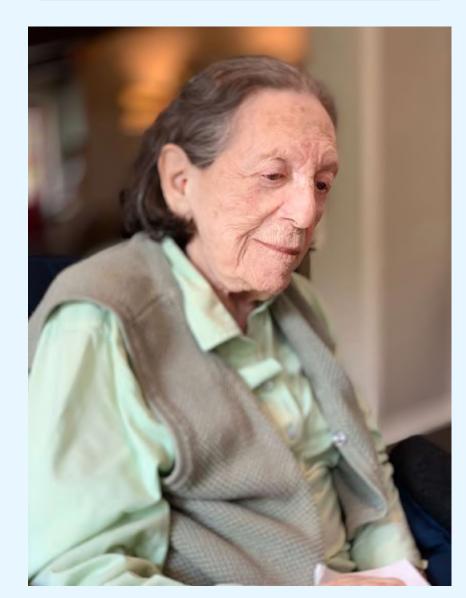


At first they worked with Jibo, a company that produced a social robot. They formed a relationship with the CEO of The Redwoods, a senior community, and worked to bring robotic assistance to every room.

During that time, they met Bill Carson, the CEO of Otsuka Pharmaceuticals. Bill served as an advisor for two years before becoming a founding partner in 2020. Jibo lost their funding and went out of business.

Al and Andy pivoted from helping seniors to helping the caregivers that take care of them, realizing again that the Internet could serve many more individuals in need.

When Andy's mom could no longer remember how to use the phone, he purchased two Amazon shows and kept her company at dinner every night, playing games to help her feel proud and accomplished. He visited one week a month, and learned professional caregivers could benefit from additional information and lessons learned with more contact with other caregivers.



Comparing Online Partners (gaynet/gaycom) and Extenda Touch

Cohorts	Global Pandemic	Isolated, Ionely and stressed	Underserved Individuals	Valuable personal connections	Support and aligment with other organizations	Privacy, Security and Anonymity	Community or Service
Online Partners	AIDS	Yes	Yes	Yes	Yes	Yes	Community
ExtendaTouch	Covid-19	Yes	Yes	Yes	Yes	Yes	Service

What we Learned

Thousands of organizations are already assisting. We recognized two missing elements:

- A service that would broadly unify and disseminate information and support for all caregivers.
- The ability for caregivers to request or receive prompt and focused relevant personal connections

Private and public chat made up 98% of the traffic on gaynet/gaycom, derived by personal connections with others sharing similar issues.

Not everyone is comfortable speaking publicly or being known for fear of stigma. We expect many caregivers will need a resource for self-help, particularly now with **Covid-19** changing the way Americans live.

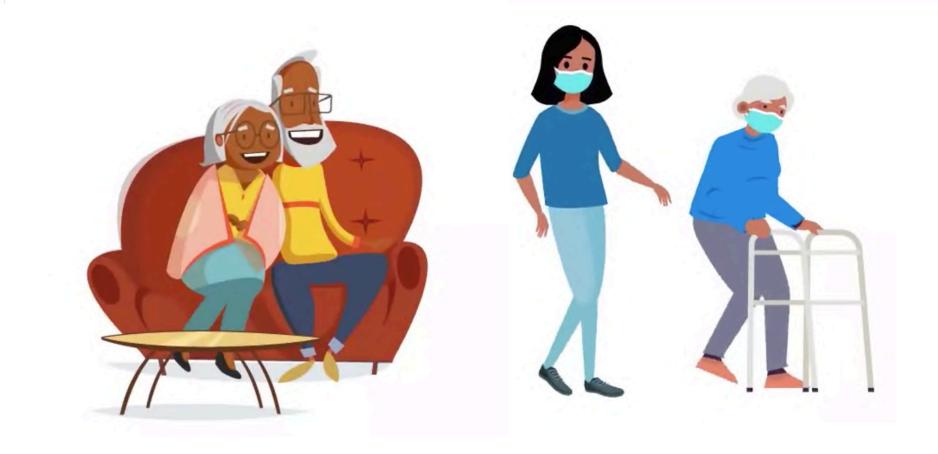
Our Pledge

ExtendaTouch, its founding members, and supporters believe that assembling members of an entirely free service that personally connects caregivers and provides them access to non-profit communities will improve their mental well-being and their care recipients.

Experience has demonstrated that online communities bring people together around shared circumstances and experiences.

Additionally, it has been shown that those who receive peer support have increased trust in services and team collaboration





Together we pledge to:

1 Private connections

Support the establishment and maintenance of a free service for caregivers, most of whom are untrained and unprepared for the support required. We will promote wellness by enabling personal and anonymously private connections that provide information and support for caregivers.

2 Support Non-profit National and Local organizations

Support Non-profit National and Local organizations by supplying visible links to them from within ExtendaTouch. We will eliminate stigma, social prejudice, and discrimination through mutual respect and anonymity, so topics can be openly discussed.

3 Secure environment

Maintain Superior Cybersecurity and Online Safety by creating a secure environment and implementing all governmental requirements. We welcome all caregivers. HIPAA rules apply for professionals. ExtendaTouch is not a social network. Caregivers come for prompt discussions of serious issues.

4 Continuous innovation

Provide continuous innovation by adding a portal for members to purchase products and services that are member rated and guaranteed lowest prices. ExtendaTouch will be self-sustaining and philanthropic by producing revenue from advertisers. When profitable, a foundation will be created to provide Internet connectivity and smartphones for caregivers without access. ExtendaTouch will provide at least a living wage for all employees and locate its headquarters in an underserved and marginalized community.

If this pledge resonates with you and shares your values, please review the full version of our pledge and electronically sign the non-binding ExtendTouch pledge as a Founding Member, supporting caregivers at <u>ui.extendatouch.com/pledge</u>