

**ACTS**



**Freedom  
Farms™**  
*of America*

*Quality Produce Grown By Quality People*

**PODS  
LAUNCH  
MODEL**



# MASTER-PLANNED GROWING SYSTEMS

## AGRICULTURAL PROJECTS

ACTS Freedom Farms creates new paths and set new standards for agricultural projects that meet regional food production needs, integrate a healthy environment and economic profitability through our various master-planned agricultural environments.



# **WE HONOR VETERANS**

## **EMPLOYMENT AND CAREERS**

We engage in creating controlled agricultural environments, throughout the U.S. and welcome veterans, service-disabled veterans, reservists, active-duty service members, transitioning service members, and their dependents and spouses.

All locations offer Veterans opportunities for employment and a sustainable career in hi-tech agriculture and related industries.



# QUALITY PRODUCE GROWN BY QUALITY PEOPLE

## LOCAL AND REGIONAL CROP PRODUCTION

ACTS Freedom Farms is flexible to meet local and regional crop production requirements and can expand to extended greenhouse production as demand increases.

We begin at each location with the establishment of one or more of the specially designed PODS (Produce On Demand System) in order to rapidly establish a local growing footprint.



# VISION

## STRUCTURED PROGRAM LAUNCH BUILT TO SCALE

- Launch a national program to create Veteran–focused hi-tech food production operations
- Leverage USDA/VA operating capital loan guarantees
- Start growing in **Produce On Demand Systems** (“PODS”) that lead into greenhouses
  - 3-5 Veteran employees in Year 1 with one PODS 48’W x 48’L x 11’H
  - 20 – 30 Veteran employees in Year 2 with 5-acre greenhouse
  - 150 Veteran employees by Years 4/5 with full master plan
- 100% equipment financing and OpEx loan guarantees for \$0 capital launch
- Start with specialty crops and expand out and up with greenhouses
- Create permanent career paths and business ownership for Veterans



# MODEL

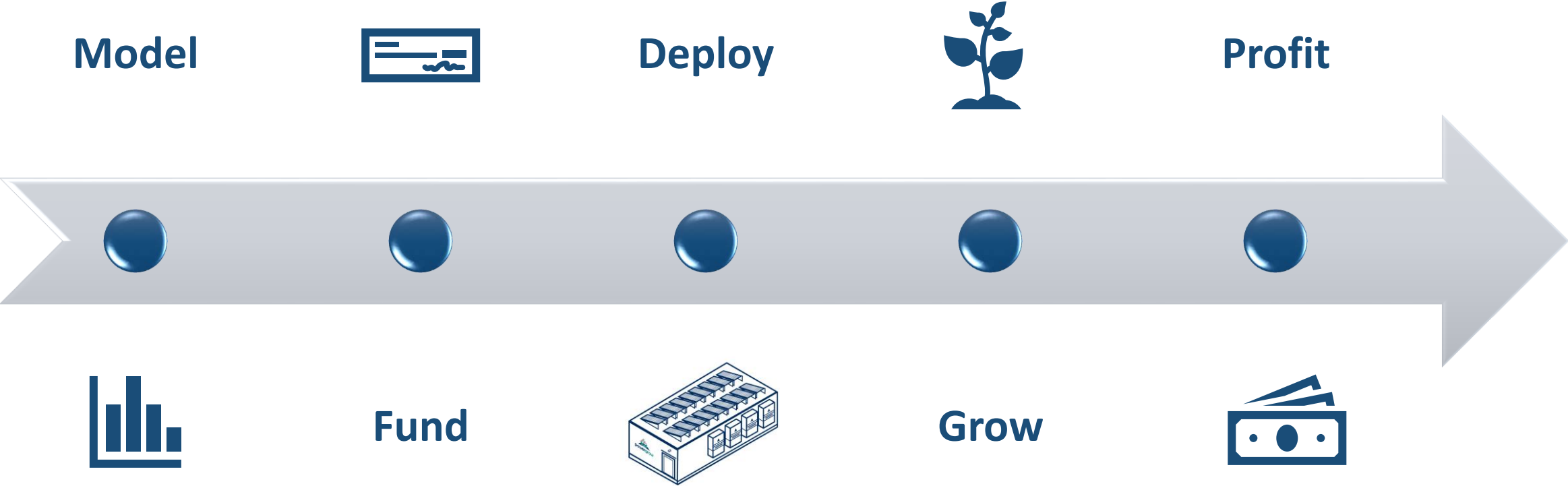
## LOCAL OWNERSHIP WITH NATIONAL SUPPORT

- Local ACTS Freedom Farms LLC controls PODS growing operations with optimum support from ACTS Freedom Farms Corporate, strategic partners and suppliers
- Local ACTS Freedom Farms LLC secures \$300,000 In operating capital
- Structured support programs managed by ACTS Freedom Farms Corporate and PowerGrow
  - Funding: 100% equipment financing for PODS (Contain.ag, FSA)
  - Grower Training (Upstart U, U of A CEAC)
  - Food Quality: GAP, GHP & FSMA and Organic Certification
  - Marketing & Sales support: revenue stream for ACTS Freedom Farms Corporate
  - Veteran Support (USDA & VA)
- Sell direct to retail grocers, farmers markets, food service restaurants, hotels, etc, universities and DoD bases



# PROCESS

FAST TRACK TO LAUNCH AND PROFITABILITY



# SCALING INTO LOCAL MARKETS

LAUNCH – EXPAND – SCALE

Review

## POD LAUNCH



**Growing Crops and Generating Revenue in 90 Days**

**YEAR 0**

## 1 -5 ACRE FAST EXPANSION



**Expandable Footprint for Market Expansion and Multiple Crops**

**YEAR 1**

## 5 TO 15 ACRE LARGE PRODUCTION



**Maximizes Economies of Sale, Revenue and Profits**

**YEARS 2 - 5**



# ACTS Freedom Farms PODS

MODULAR FAST LAUNCH STRATEGY



## Produce On Demand Systems



**Fast Ramp: Revenue & Profit in Year 1**



**Remote monitoring and management**



**Mitigates grower performance risk**



**Long-term facility flexibility**

# PODS PERFORMANCE

## 24 MONTH CASH FLOW PERFORMANCE

2019	AMOUNT	2020	AMOUNT
STARTING CASH	\$300,000	STARTING CASH	\$324,909
REVENUE	\$660,323	REVENUE	\$784,090
COGS	(\$94,162)	COGS	(\$94,162)
GROSS PROFIT	\$567,727	GROSS PROFIT	\$689,425
OPEX	(\$276,179)	OPEX	(\$216,179)
<b>EBITDA</b>	<b>\$291,548</b>	<b>EBITDA</b>	<b>\$473,246</b>
DEPRECIATION	\$211,256	DEPRECIATION	\$402,820
EBIT	\$80,292	EBIT	\$70,426
NOI	\$0	NOI	\$0
<b>YEAR END CASH BALANCE</b>	<b>\$324,909</b>	<b>YEAR END CASH BALANCE</b>	<b>\$589,934</b>

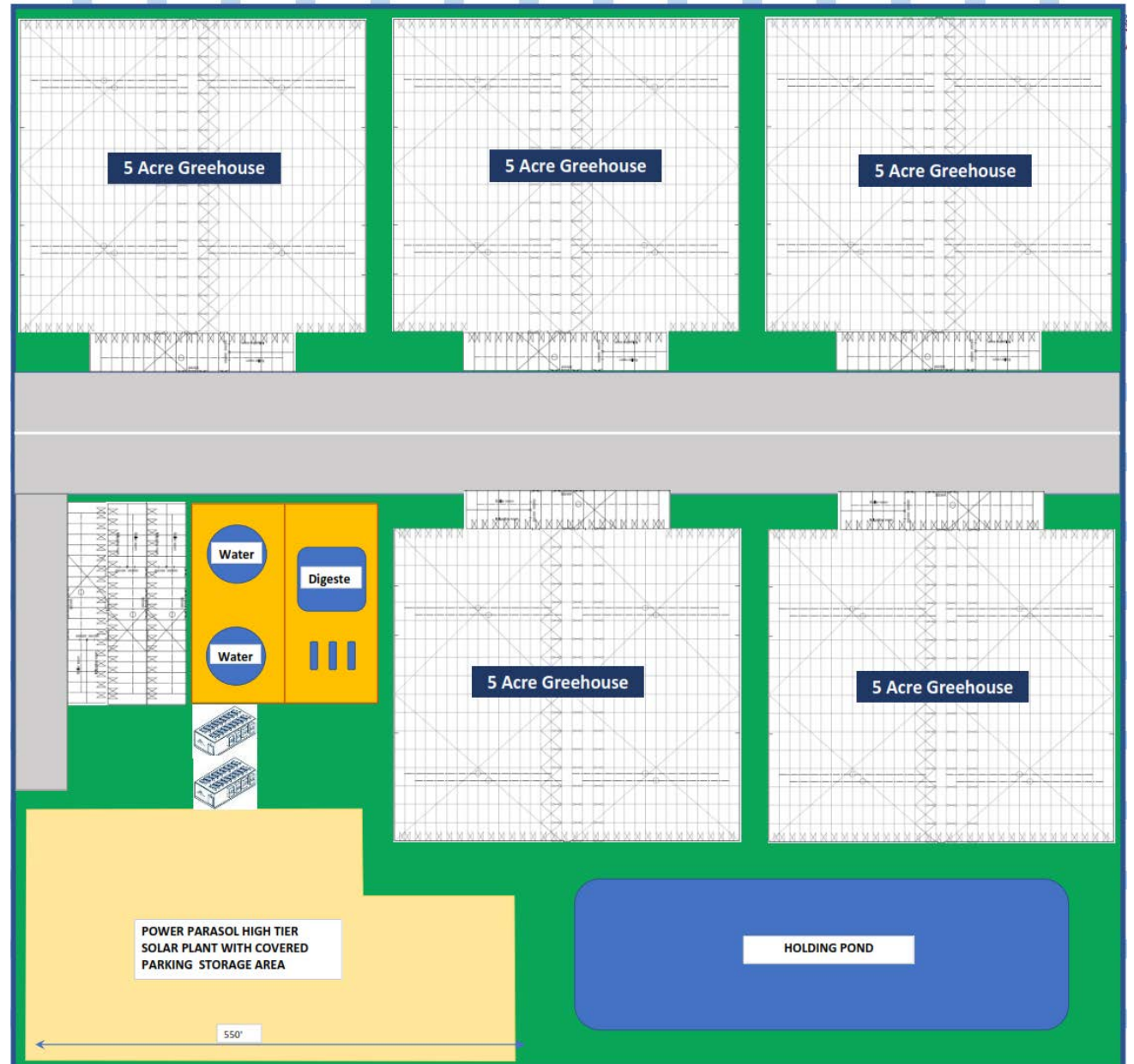
Model includes \$100,000 in salaries for local operations

# MASTER PLAN

## LOCAL SCALE UP STRATEGY

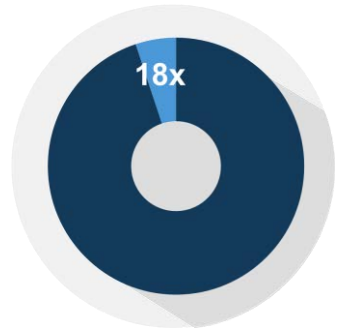
### 3-5 Year Phased Build Out

- ✓ Central Plant for Electricity, Gas & Water
- ✓ 5-Acre Phased Approach
- ✓ 20-25 Permanent Jobs Per 5-Acres
- ✓ Land Optimization Strategies



# 5-ACRE GREENHOUSE

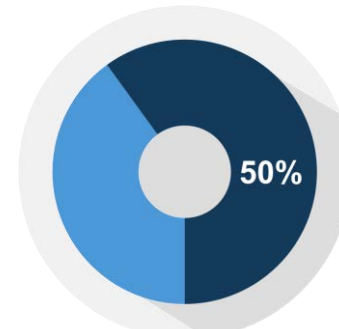
## LARGE SCALE VETERAN JOBS ENGINE



### Acre Comparison

PODS: 5

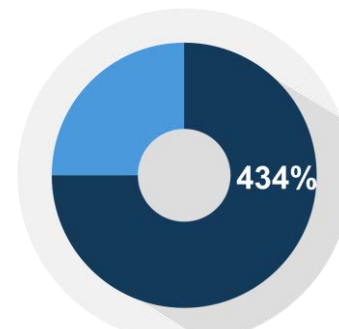
Outdoors: 93



### Revenue Comparison

PODS: \$3,389,829

Outdoors: \$2,259,886



### EBIT Comparison

PODS: \$874,822

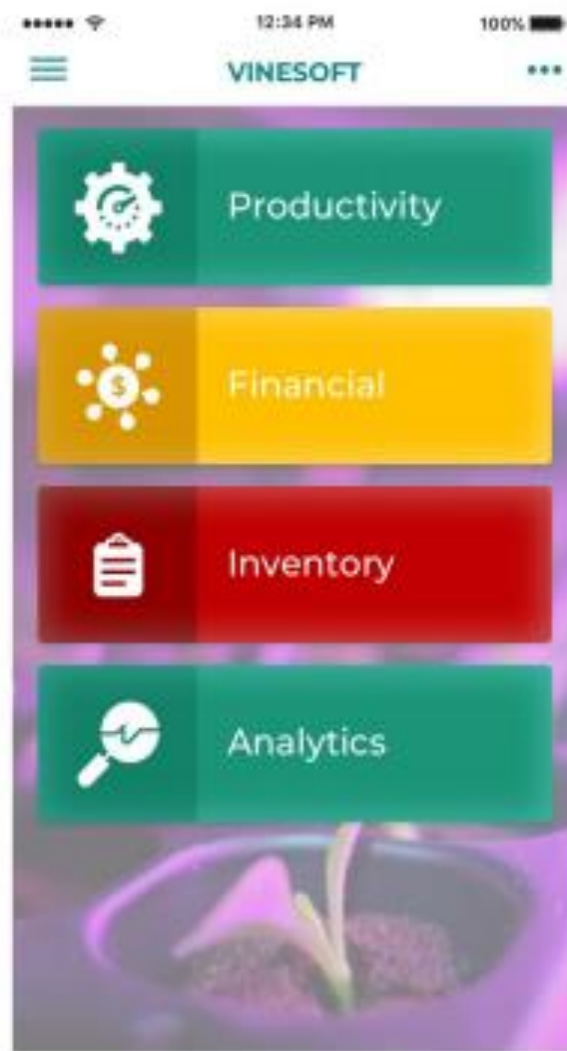
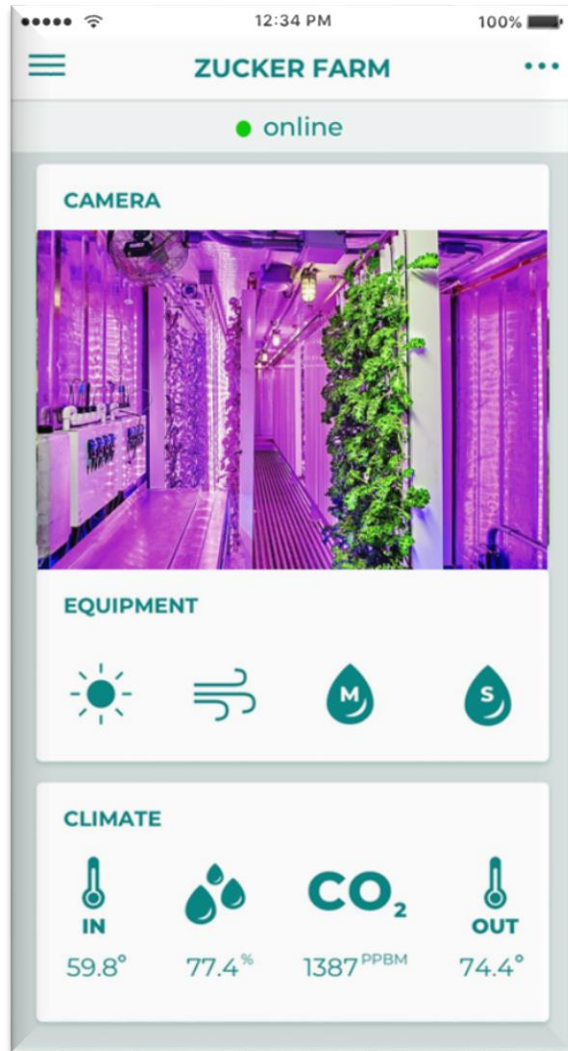
Outdoors: \$201,322

Performance Categories	5 Acre High-Tech Greenhouse Grape Tomatoes
Acreage Under Glass	5
Growing Area (% actually planted)	95%
Growing Area in Square Footage	206,910
Yield per Square Foot	0.71
Total Yield per planting	146,906
Number of Plantings per year	10
Waste factor for transport and processing	94%
Estimated Yield to Market:	1,377,979
Estimated Market Price Per Pound	\$2.46
Estimated Gross Revenue	\$ 3,389,829
Cost of Labor, Seed, Water, Chemicals/Fertilizer	\$ 1,394,573
Cost of Lease and Power	\$ 1,046,980
Total Cost to Grow	\$ 2,441,553
Net income before shipping:	\$ 948,275
Cost of Shipping	\$ 73,453
<b>EBIT</b>	<b>\$ 874,822</b>



# VINESOFT OPTIMIZATION SOFTWARE

## MOBILE MONITORING AND MANAGEMENT SUPPORT





# **SUPPORT PROGRAMS**

**FEDERAL, STATE, LOCAL & NATIONAL TEAM**

- **Financial**
  - Land Acquisition, PODS & Equipment Funding, Operating Capital
- **Operational**
  - Food Safety: GAP, GHP, FSMA
  - Organic Certification
  - Staff Augmentation with Subject Matter Experts
- **Sales & Marketing**
  - National Retail Produce Off-Taker Programs
- **Growing Expertise**
  - Upstart University, U of A CEAC, Master Grower Services

# STRATEGIC PARTNERS

## DEDICATED SUPPORT FOR VETERANS



Committed to the future of rural communities.

### USDA

The USDA has numerous veteran farmer programs that include employment, education and entrepreneurship to help ensure the successful launch for new Veteran farmers.



### PowerGrow

Pathfinder manufacturer and greenhouse integration group. PowerGrow will provide ongoing marketing, sales and operational support for our Veteran Growers.

### Veterans Affairs

The VA works directly with the USDA and other organizations to provide education, business planning and financial services to Veterans who want to become farmers.



### Farmer Veteran Coalition

The FVC provides Veterans grants, funding, business and farming resources to Veteran growers. They also provide the Homegrown By Heroes labeling program for produce marketing purposes.



# ACTS FREEDOM FARMS MANAGEMENT TEAM

BUSINESS INNOVATION, ANALYTICS, FULFILLMENT AND BUSINESS ECONOMICS EXPERTS



**R. Michael Buehler**

CEO & President  
Business Innovation



**Bill O'Connor**

Chief Analytics Officer  
Project Financing Expert



**Robert Flegal**

Chief Operating Officer  
Fulfillment Expert



**Chuck Vollmer**

Chief Development Officer  
Business & Economics Expert



## Advisory Board

ACTS Freedom Farms Advisory Board Members include controlled environment agriculture and fertigation experts.



# POWERGROW MANAGEMENT TEAM

AGTECH, CONSTRUCTION, ENERGY AND FINANCE EXPERTS



**Sean P. Lyle**

CEO & President  
25 Years IT & Energy



**Gerald Williams**

Chief Development Officer  
Project Financing Expert



**Andy Lloyd**

Chief Operating Officer  
25 Years High-Tech Construction



**John Wellman**

Chief Innovation Officer  
Energy Systems Expert



## Advisory Board

PowerGrow Advisory Board Members include two of the leading greenhouse plant scientists in the country

# CONTACT INFORMATION

Give us a call!

ACTS



*Quality Produce Grown By Quality People*



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