

Jobenomics specializes in mass-producing veteran, women, minority, and new workforce entrant startup businesses in underserved communities.

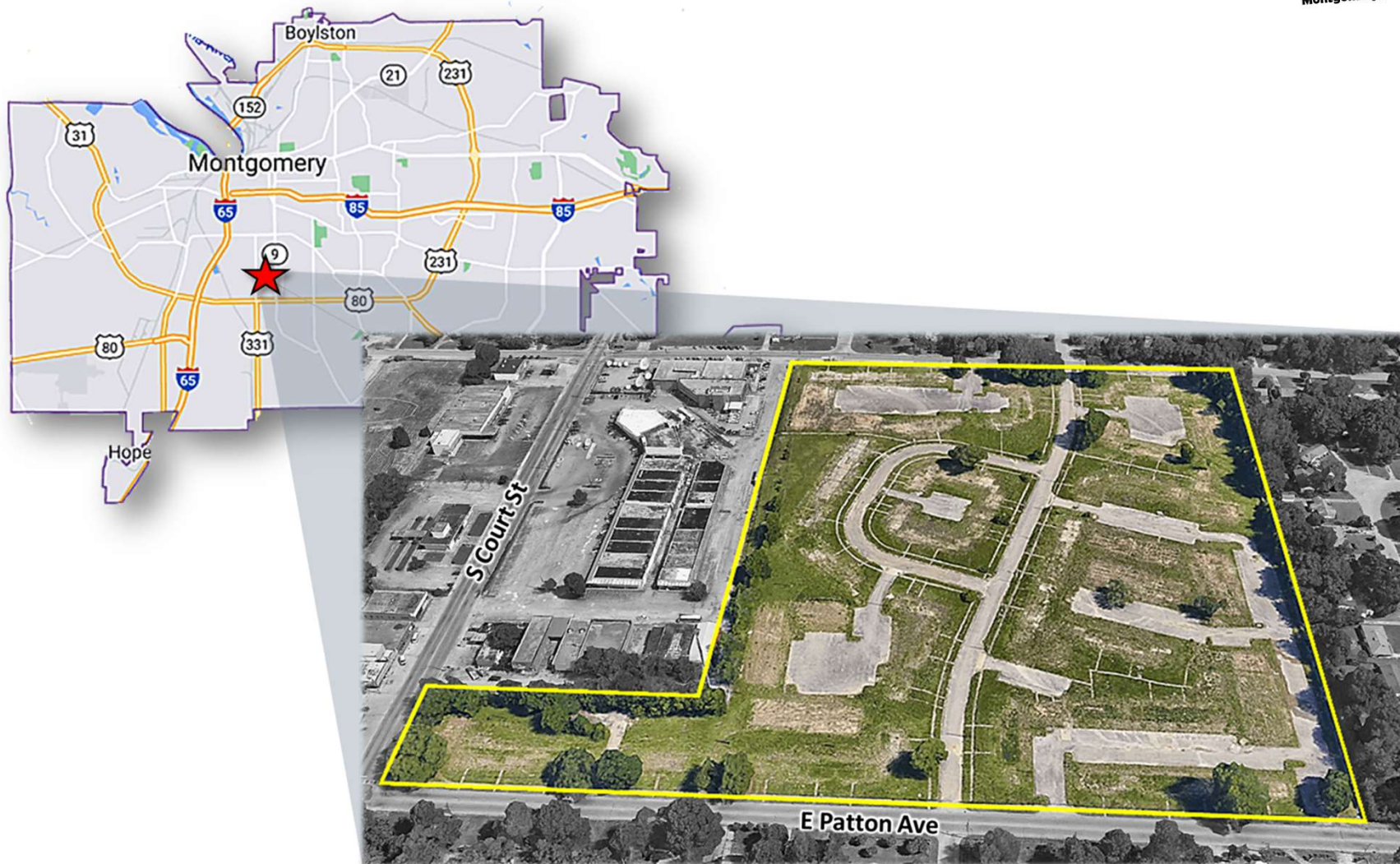


Jobenomics Veteran Owned Business Program (JVOBP)
affordable live-work community pilot program at
3889 S. Court Street, Montgomery, Alabama.

James Lovejoy, Robert Thomas & Jolan Stoltz, VHHP & JVOBP Montgomery
& Chuck Vollmer, Jobenomics Founder & President

21 December 2020

3889 S. Court Street Pilot Project



Goal is to build a veteran-owned, affordable, state-of-the-art, live-work community that is operational within 18-months.

Pilot Project Management Team



Jolan Stoltz: CEO Veterans & Homeless Housing Project (VHHP), Inc., CEO Affordable House Kits, experienced homebuilder



James E. Lovejoy: CEO VHHP, Veteran (retired US Army First Sergeant), Alabama Military Affairs Chairman, Revitalization of Montgomery, ACTS Community Development Corporation



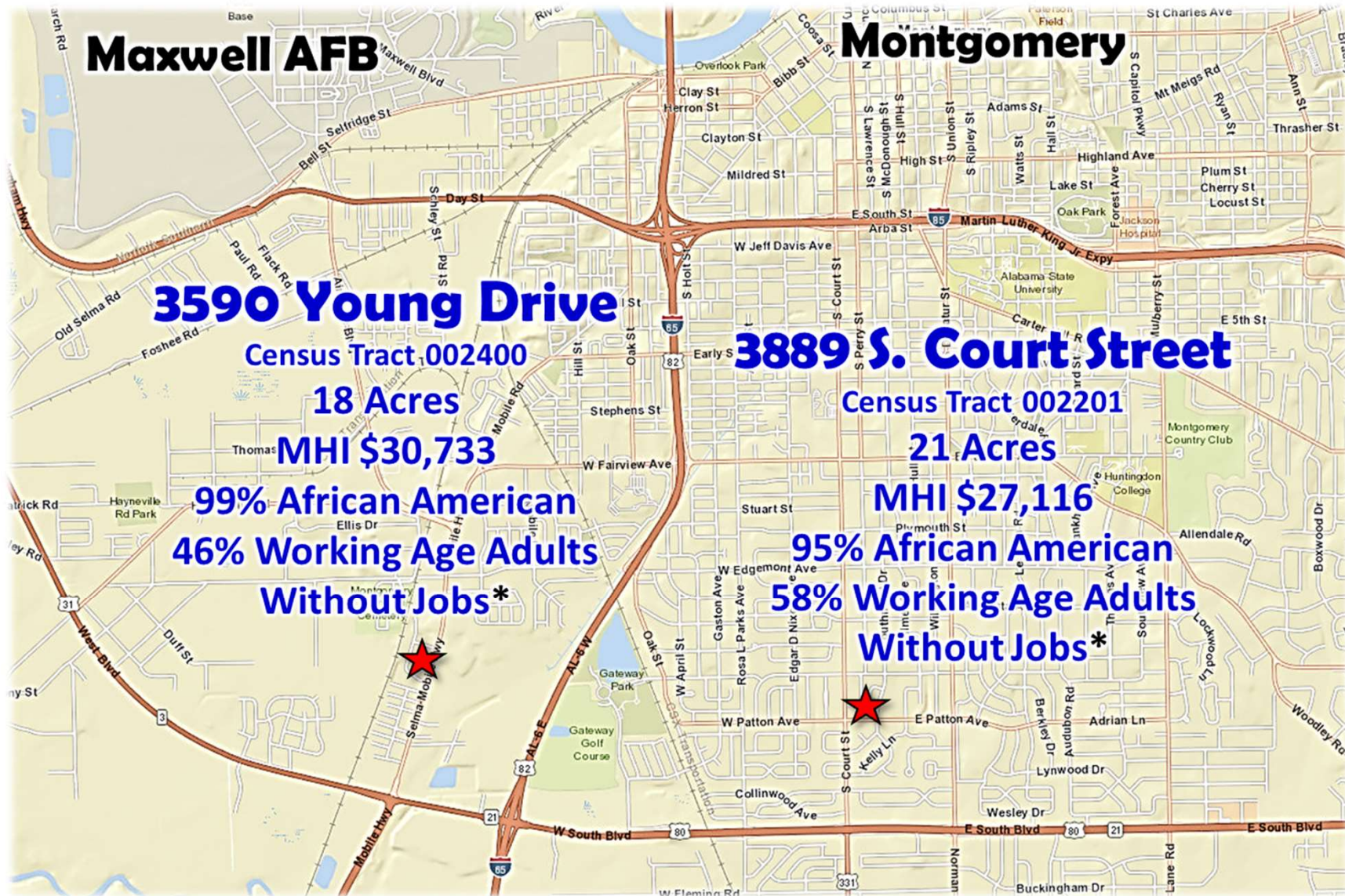
Robert L. Thomas, Sr.: CFO VHHP, Veteran (retired USAF First Sergeant), Operations Response Chief with Alabama Emergency Management Agency, Doctoral Program in Organizational Leadership



Chuck Vollmer: Veteran, Founder Jobenomics, startup specialist

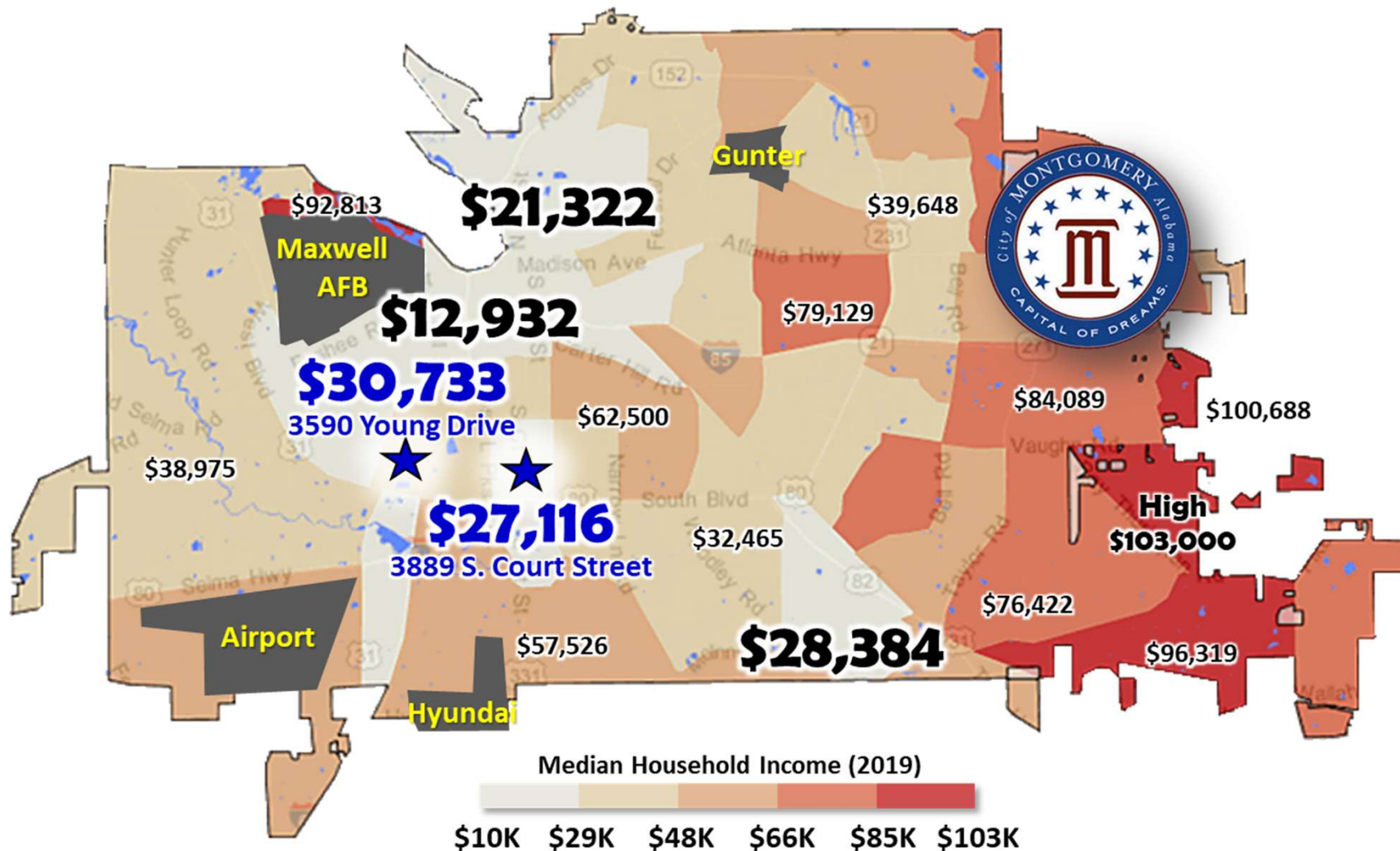
Jobenomics support team includes hundreds of professionals.

Two Potential Pilot Project Locations



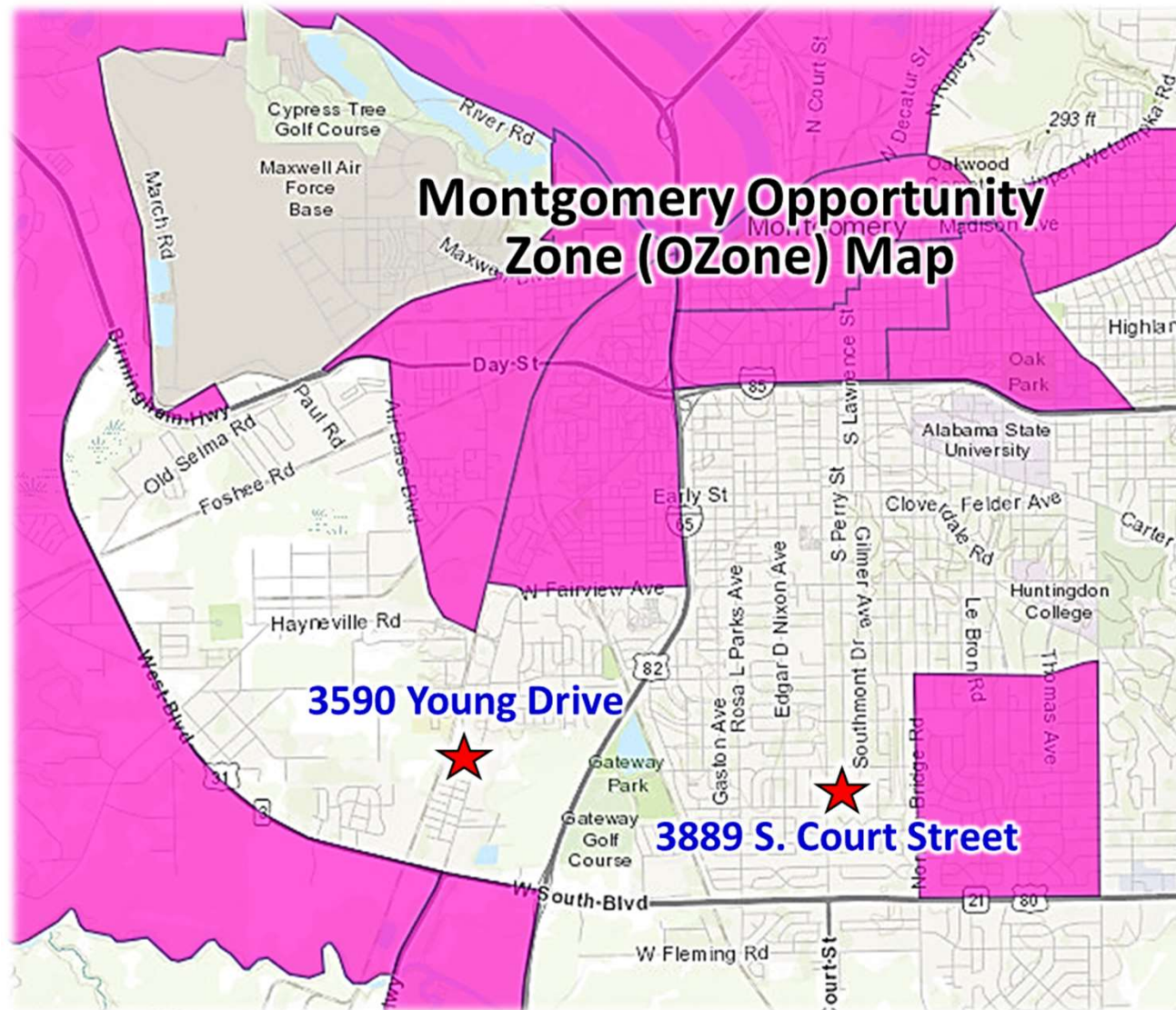
Both locations are in underserved Black neighborhoods.

Under-Resourced Neighborhoods



The JVOBP pilot program is a scalable model for similar development efforts in other low-income communities.

Neither Location Is In An OZone



Consequently, OZone funding is not available for this pilot project.

3590 Young Drive Location



This 18-acre location is owned by the city, has infrastructure (water, sewer, gas), and is adjacent to an industrial area.

3889 S. Court Street Location



This 21-acre location is privately-owned, has infrastructure (water, sewer, gas), and is adjacent to residential areas.

Court Street Location Is Preferable

- The owner of the Court Street location (DA2 Properties LLC, Atlanta, GA) is willing to invest in the pilot to honor the legacy of Greg Calhoun.
- Greg Calhoun is the Montgomery businessman who made history as the first African American to own a major grocery store in the South.
- James Lovejoy and Robert Thomas reached an agreement with Bleu Colquitt of the Omega Gold Development Group (OGDG) a non-profit mortgage company) to underwrite the Calhoun Center.
- OGDG is dedicated in securing funding for community development projects that will remove blight from communities, create jobs, build community (STEAM) centers for **youth, senior citizens and veterans transitional housing**.



Other than VA loans, Court Street requires the least amount of public financing and can be implemented more expeditiously.

Pilot Project Concept Overview

#1 One-Level Fourplex
 768 sf, 1 & 2 bedroom, 96'x37'



#2 Two-Level Fourplex
 1,005 sf, 2 bedroom, 64'x38'



#3 Three-Level & Garage
 1,225 sf, 2 & 3 bedroom, 66'x36'



Source: Bruinier & Associates
<https://www.houseplans.pro>



The JVOBP Pilot Project:

- Will use minority veteran-owned and operated businesses to spur development in under-resourced neighborhoods.
- Selected a permitted brown-field site with existing infrastructure.
- Takes advantage of the VA Multifamily Building Loan program.
 - Plans to build affordable 27-fourplexes (108 units) ranging from 768 to 1,225 square feet. The projected sales price per unit range from \$61K to \$98K, which is well below Montgomery's median price of \$147K.
- No community is sustainable without a viable business base.
 - Our pilot features a large controlled environment agriculture business (hydroponics and aquaponics) and Digital Academy & Office Center to exploit the skyrocketing Digital Economy.
 - Omega Gold and SBA VA loans will finance these businesses.

The JVOBP team will also seek government support in tax relief, rapid permitting, and infrastructure improvements.

VA Multifamily Building Loan Program

- Per the VA, a “multifamily” home is a **single building** with separate dwelling units for different families.
- Multifamily new starts are soaring, 402,000 in 2019, a 20-year peak.
- The average size of multifamily unit is 1,100 square feet.



- A fourplex can have three living-unit rentals or two living-unit and one commercial rental.
- Up to **\$981,700** (up to \$1,470,000 in high-cost counties) is available for a fourplex building loan with no down payment.

Source, Lending Tree, <https://www.lendingtree.com/home/va/financing-multifamily-homes-with-a-vb-loan/>

Only 12% of U.S. vets use their VA loan benefits. Few vets know there is a VA Multifamily Building Loan Program.

Fourplex Considerations & Projections



One-Level 768 sf



Two-Level 1,005 sf



Three-Level 1,225 sf

Construction Considerations

- Cost per unit is less expensive than a single-family home.
- Mass-production is cheaper than custom building.
- Brown-fields are faster to develop than green-fields.
- No or low cost of acquiring land.
- ❖ Projected construction cost estimated at **\$70 per square foot**

VA Multifamily Loan Considerations

- 768 sf x 4 units = 3,072 sf x \$70 = **\$215,040**
 - 1,005 sf x 4 units = 4,020 sf x \$70 = **\$281,400**
 - 1,225 sf x 4 units = 4,900 sf x \$70 = **\$343,000**
- Significantly Below VA's \$981K Maximum Loan Threshold**

**By reducing the loan amounts, we can attract more vet investors.
We need 27 fourplex loans (above) for a total of \$7,294,280.**

Fourplex Rental Projections



One-Level 768 sf



Two-Level 1,005 sf



Three-Level 1,225 sf

Fourplex	Purchase Price	Down Payment	Funding Fee (\$0 if 10% Disabled)	Total Loan Amount	Estimated Monthly Payment	Break-Even (No Profit) Rental Fee (3 Units)
#1 One-Level	\$215,040	\$0	\$4,945	\$219,985	\$1,161	\$387
#2 Two-Level	\$281,400	\$0	\$6,472	\$287,872	\$1,519	\$506
#3 Three-Level	\$343,000	\$0	\$7,889	\$350,889	\$1,851	\$617

VA Loan: 2.625% Interest Rate, 30-Year Loan, Credit Score Good (680-719), First Time VA Borrower

According to Apartment.com, as of 19 Dec 2020, Montgomery City house rentals ranged from **\$525** (1-Bed) to **\$1,800** (3-Bed) per month.

Alabama & Montgomery VOBs



United States™
Census
Bureau






All Firms

Veteran-Owned

	USA	Alabama	Montgomery	
			County	City
All Firms	27,626,360	374,153	19,932	18,043
Veteran-Owned	2,521,682	41,943	2,535	2,352
	9.1%	11.2%	12.7%	13.0%

Out of the 42,000 Alabama veteran-owned businesses, several thousand should be interested in a relatively low-risk source of revenue that would benefit fellow veterans.

Alabama & Montgomery Vets

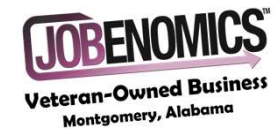
Veteran Status		USA	Alabama	Montgomery	
				County	City
Wartime Veterans	WWII	380,327	3,378	249	249
	Korea	1,156,096	19,449	679	467
	Vietnam	6,192,877	113,331	4,670	3,840
	Gulf (1990s)	3,834,993	81,064	5,098	4,363
	Gulf (2001-)	3,772,708	77,447	5,141	4,474
Peacetime Veterans		2,081,350	23,585	901	844
Total Veterans		17,418,351	318,254	16,738	14,237
% Total Population		6.9%	8.4%	9.8%	9.7%

Source: U.S. Census Bureau (2019), American Community Survey 1-year estimates

- Huge pool of highly-qualified business leaders and employees.
- Montgomery's biggest employers (Maxwell-Gunter AFB/Guard & Reserve Units, State/Local Government, Hyundai) support vets.

There are millions of high-net-worth veterans that would underwrite new veteran live-work communities.

Maximum Fourplex Vet-Buying Power



City of Montgomery, AL
Market Analysis
Reed M. Benet
CEO/Founder
Herohomes.com



		Max VA Buying Power 2020 Fourplex
Geography	Total Vets, Active Duty, NG & Reserve	GNMA Amount \$931,600
Alabama	418,269	\$389,659,400,400
Montgomery MSA	34,813	\$32,431,790,800
Montgomery County, AL	22,109	\$20,596,744,400
City of Montgomery, AL	19,839	\$18,482,012,400

Few economic development professionals understand the **untapped magnitude** of vet-buying power relative to the affordable home building industry.

Montgomery Home Purchasing Power



A home is generally deemed “affordable” if the total of home-related payments are less than 30% of household income.

Montgomery median household income: **\$45,921** (2019 Census)

How much house can I afford?

Source: NerdWallet Affordability Calculator

Montgomery, NC				
	Annual Household Income	Affordable Home Listing Price*	Monthly Payment**	Down Payment & Closing Costs
Median	\$60,000	\$288,094	\$1,300	\$64,075
	\$50,000	\$204,991	\$1,000	\$48,979
	\$45,921	\$186,353	\$878	\$42,821
Entry-Level	\$40,000	\$143,565	\$700	\$33,882
	\$35,000	\$107,433	\$550	\$26,334
	\$30,000	\$71,301	\$400	\$18,786

**VA Loans
\$0 Down
Payment
&
Reduced
Closing
Costs**

* 30-Year Mortgage @ 3.94%, \$500 Minimum Monthly Debt Payments

** Mortgage payment, homeowners insurance, property taxes, homeowner association

JVOBP's affordable homes are designed for entry-level buyers.

Fourplex Affordable Sales Pricing

Montgomery's Median Listing Home Price is **\$147,300**

Source: Realtor.com, https://www.realtor.com/realestateandhomes-search/Montgomery_AL/overview

One-Level 768 sf Units

- Pilot project = 12 fourplexes = 48 units
- Designed for disabled and the 3,800 Montgomery Vietnam vets who are looking to downsize or retire in a community of veterans.
- Sale price at **\$80 sf = \$61,440**



Two-Level 1,005 sf Units

- Pilot project = 7 fourplexes = 28 units
- Designed for entry level buyers.
- Sale price at **\$80 sf = \$80,400**



Three-Level 1,225 sf Units

- Pilot project = 8 fourplexes = 48 units
- Designed for larger families.
- Sale price at **\$80 sf = \$98,000**



All units designed to LEEDS & ADA compliance standards.

Leadership in Energy and Environmental Design & American Disabilities Act

Veteran Entry-Level Home Loans

■ Veteran Home Loans

- Private lenders issue and the VA guarantees a portion of the loan (e.g., \$36,000 default guarantee on a \$140,000 loan).
- VA loans have no maximum amount but are limited by home value and income.
- Price of a home loan varies with personal income (e.g., **\$100,000 30-year loan requires around \$2,000 monthly income**).
- VA loans require **no down payment**, better interest rate, no monthly mortgage insurance premiums, and **fewer closing costs** for the vet.



Senior Airman (E-4)
Non-Commissioned
Officer (NCO)

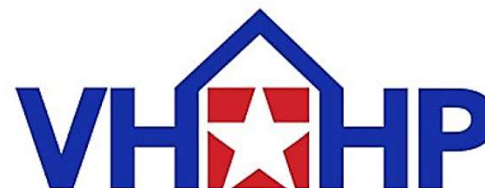


■ Disabled Veteran Housing Grants

- Specially Adapted Housing grants up to **\$100,896** for FY 2021.

An E-4 monthly basepay and housing allowance is \$2,700 and \$1,300 respectively, which qualifies them for entry-level VA home loans.

What About Single-Family Homes?



Numerous inexpensive vacant lots are available. Our pilot is designed to improve adjacent residential and commercial properties.

Greg Calhoun CEA Facility

JOBENOMICS™
Veteran-Owned Business
Montgomery, Alabama

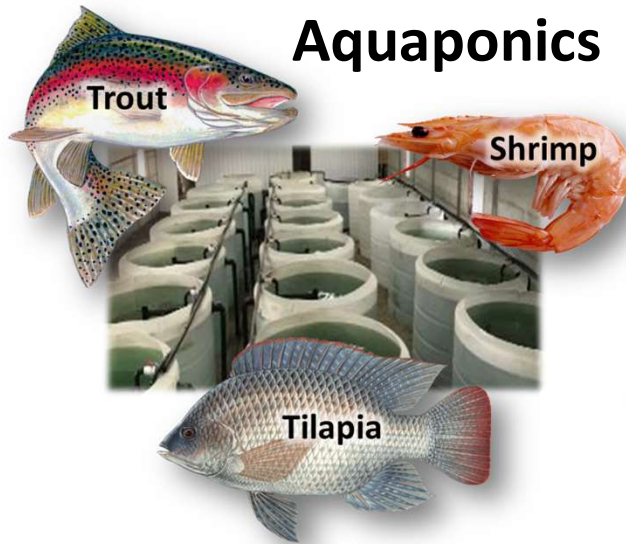


Redemption World Outreach Center - Greenville, South Carolina

Hydroponics

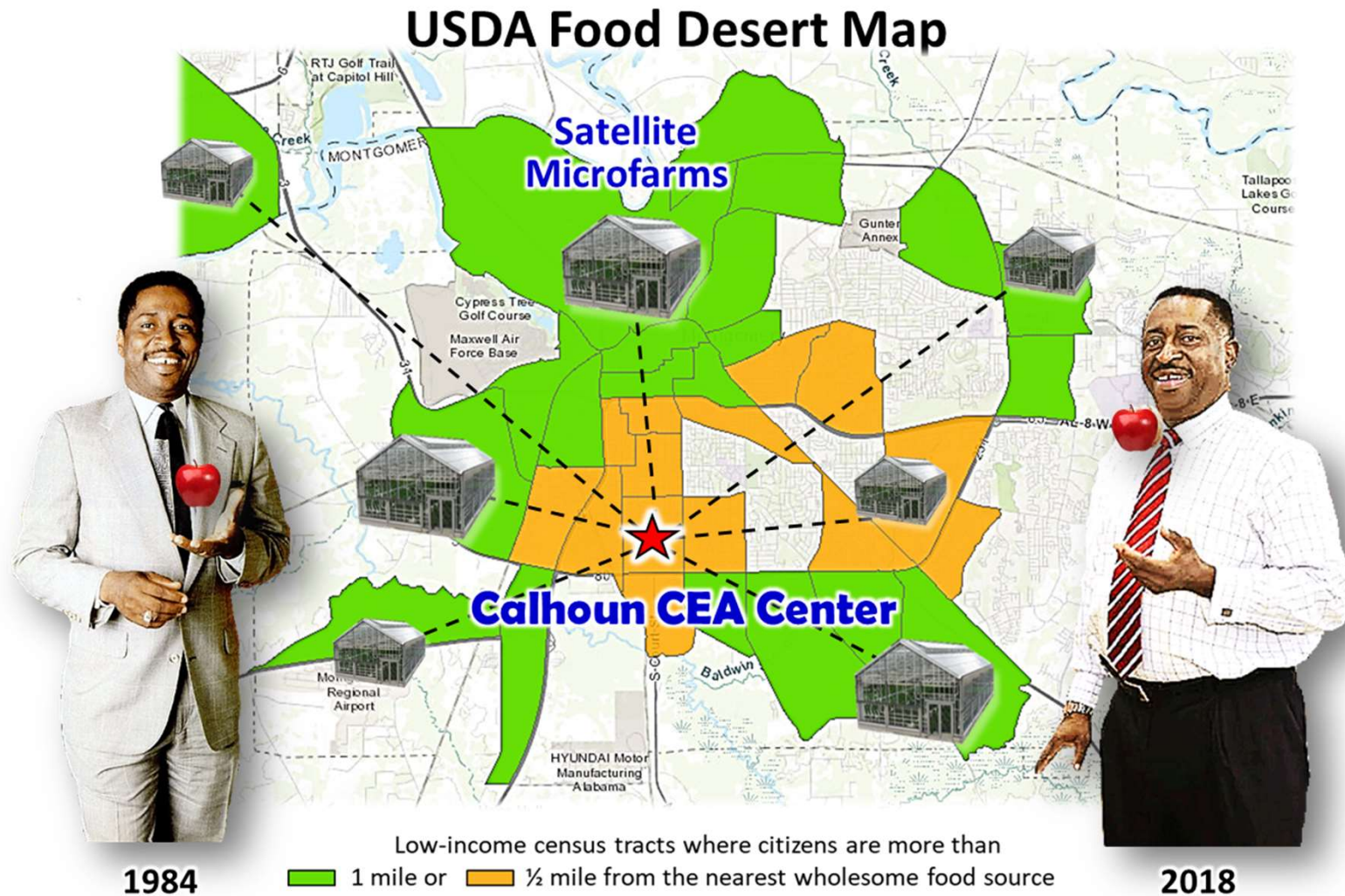


Aquaponics



Supermarket pioneer Greg Calhoun excelled in helping people.

Montgomery Food Deserts



Calhoun Center satellite microfarms will produce fresh, organically-grown, farm-to-table food for local and regional consumption.

Calhoun Satellite Microfarm Loans

SBA **Veterans Advantage** Guaranteed Loans

- Small business must be at least 51% vet-owned and controlled an individual(s) in the following groups:
 - Honorably discharged veterans
 - Active-Duty member in Transitioning Assistance Program
 - Active National Guard members and Active Reservists
 - Current spouse of any veteran or service member, or widowed spouse of a member who died while in service or as a result of a service-connected disability.
- Bridge loans up to **\$25,000** with **zero upfront guaranty fee**.
- Loans of **\$150,000** or less with **zero upfront guaranty fee**.
- Loans up to and including **\$5,000,000**.



The U.S. SBA offers a variety of loan programs designed to assist veterans in acquiring capital **to start**, grow, and succeed in business.

Digital Academy & Office Center

JOBENOMICS™
Veteran-Owned Business
Montgomery, Alabama



- The digital economy is growing 16-times faster than the industrial economy.
- Digital startups are 10x easier to create than traditional startups.
- The fastest way to propel Montgomery's economy is by mass-producing digital economy startups



Jobenomics Club-E Atlanta Digital Academy



Digital Economy Categories

- **Electronic Commerce**

Mobile Commerce, M-Health, E-Sports, etc.

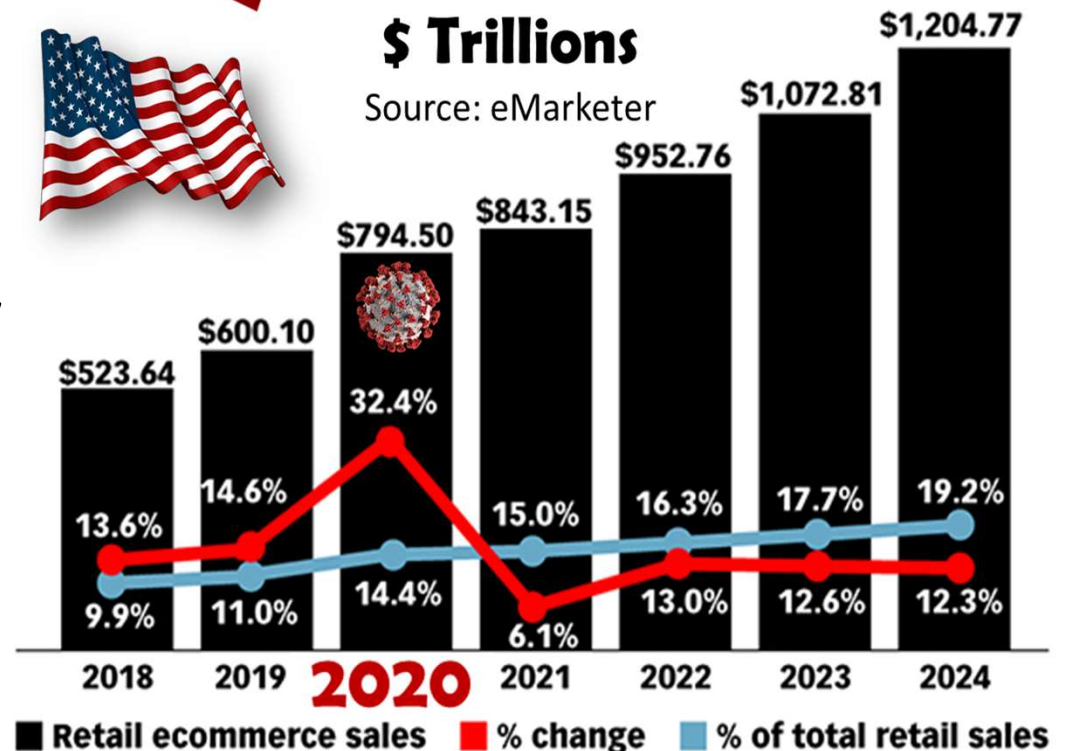
- **Sharing Economy**

- **On-Demand Economy**

- **Apps/Bots/Artificial Intelligence Economy**

- **Gig Economy**

- **IoT Economy**



The pandemic accelerated the shift to online activities to a level that didn't seem possible.

Other Amenities

- Net-zero energy architecture
- LEED (Leadership in Energy and Environmental Design)
- ADA (American Disabilities Act) compliance
- State-of-the-art broadband and WIFI
- Integrated security system
- Community center, playgrounds, and family activities
- Athletic fields, tennis courts, and picnic areas
- Walking and jogging trails
- Sharing facilities
 - EV-charging and rental parking
 - Car, boat, RV, ATV, and other equipment sharing
 - Fabrication shop
- Self storage units

Goal is to make lower-income lifestyles as comfortable as middle- or upper-level income lifestyles.

Next Steps

■ JVOBP Montgomery can be:

- Implemented quickly (often within one year).
- Thousands of new micro and nonemployer businesses would be created within five years.

■ Next steps:

- Montgomery decision-leaders need to decide if a Jobenomics Veteran Owned Business Program is of interest.
- If yes, host the Jobenomics team members to come to Montgomery to conduct a conference with key government, business and investment decision-makers.
- Identify local residential and construction businesses to develop architectural plan for Montgomery City approval.

Our success depends on the level of Montgomery's support.

Contact Information

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