

# **The Greg Calhoun Jobenomics Live-Work Community For Veterans.**



## **Proposed Pilot Project At 3889 S. Court Street, Montgomery, Alabama.**

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*Proprietary Information*

## Calhoun-Jobenomics Veteran Live-Work Community Overview

This letter addresses the initial proposal for a joint venture between the Omega Gold Development Group and Jobenomics Montgomery Inc. regarding the Calhoun-Jobenomics Veteran Live-Work Community at 3889 South Court Street Montgomery, Alabama. This document's forward-looking financial projections are subject to ongoing analysis and business planning.<sup>1</sup>

Jobenomics Montgomery is a sponsored chapter of the Jobenomics National Grassroots Movement (<https://jobenomics.com>) specializing in mass-producing veteran, women, minority, and new workforce entrant startup businesses in underserved and under-resourced communities. A detailed presentation on how Jobenomics Montgomery intends to transform West Montgomery by mass-producing thousands of startup businesses and jobs in underserved and under-resourced African American neighborhoods is available at the Jobenomics Library in the Urban Renewal section under JVOBP Montgomery.

As currently envisioned, this project will feature a 27-acre Calhoun-Jobenomics Veteran Live-Work Community with 108 affordable living units, a 34,500 square foot Calhoun Controlled Environment Agriculture (CEA) Center, and a 19,500 square foot Digital Academy & Office Center. Jobenomics Montgomery's estimate for the entire 24-month project is \$30,324,408 with a 10% reserve for a total of **\$33,356,849**.

### Preliminary Calhoun Mall Concept Using Sprung Structures & Technology



This project also includes the demolition of the Cloverland Shopping Center and the development of a Calhoun Mall and Calhoun Grocery Super Center, as shown. All three of these mall buildings will be innovative and eye-popping Sprung structures that have attracted international attention and acclaim. Jeff Bezos and Elon Musk both built signature structures using Sprung building and technology. The Jobenomics Montgomery team asserts that the new Calhoun Mall's property value could be up to ten times higher than today's value. Furthermore, we predict that **the Calhoun Mall could become a leading Montgomery shopping, entertainment, and attraction within the next two years** with our highly identifiable Sprung structures.

<sup>1</sup> Greg Calhoun is a Montgomery native who made history as the first African American to own a major grocery store in the South.

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## Executive Summary

### Overview

#### Calhoun-Jobenomics Veteran Live-Work Community Phases & Cost Summary

Phase 0	Planning & Acquisition	000s	
	Planning	\$264	\$1,625
	Land Purchase (21-acre Residential, 6-acre Mall)	\$950	
	Permitting/Financing	\$411	
Phase 1	Infrastructure & Model Homes		
	Personnel (\$000s)	\$1,120	\$7,963
	2 Model Fourplexes (768 sf & 1,010 sf)	\$638	
	Calhoun Controlled Environment Ag Center	\$2,816	
	Infrastructure Development	\$3,000	
	IT & Security Development		
	Net Zero Development		
	Equipment & Supplies	\$150	
	Marketing	\$120	
	Travel & Expenses	\$120	
	Office Rental	\$23	
Phase 2	Construction & Sales		
	Personnel	\$1,200	\$20,736
	25 Fourplex Units	\$9,003	
	6 Calhoun CEA Satellite Microfarms (\$518K each)	\$3,110	
	Calhoun Digital Academy & Office Center	\$3,339	
	Calhoun Grocery Supercenter (Optional)	\$1,585	
	Mall Demolition & Infrastructure Improvement	\$1,000	
	Misc Facilities & Landscaping	\$500	
	Renewable Energy Systems	\$500	
	Advertising, Marketing, Sales	\$500	
Total		\$30,324	
	10% Reserve	\$3,032	\$3,032
Grand Total		\$33,357	

Jobenomics Montgomery's preliminary rough estimate for the entire 24-month project is **\$30,324,408** with a 10% reserve for a total of **\$33,356,849**.

Jobenomics Montgomery estimates the initial 3-month Phase 0 Planning phase at \$264,000. This phase includes staffing and consultants to conduct a thorough due diligence of the property site(s) and conclude the negotiations for purchasing the land (and potentially the strip mall).

Once the land is secured, Phase 0's Permitting and Financing Phase will address permitting/financing and land issues. Jobenomics projects the cost of this 3-month phase at \$411,000, plus \$950,000 (asking price) to acquire the 21-acre residential area and the 6-acre Cloverland Shopping Center.

Phase 1 includes infrastructure development, model homes, and the Calhoun CEA and Digital Economy facilities. This 6-month effort will require approximately \$7,963,174. Note: The Calhoun CEA should be operational at the end of this phase and generating revenue.

The final 12-month Phase 2 will complete the sales, construction, and rentals of 27 fourplexes (108 dwellings), the Digital Economy & Office Center, and the Mall buildout at the cost of \$20,736,234.

### Return on Investment Summary

This version of the Calhoun-Jobenomics Veteran Live-Work Community business plan includes the following synopses. Detailed profit and loss data and cash flow spreadsheets will be developed during Phase 0 after the site surveys and engineering assessments are concluded.

- **Property records, historical property appraisals, initial building assessments, and purchase (asking) price assessments.** The property is currently off-market, but the property owner (Ms. Sylvia Shiverdecker, President of DA2 Properties, Atlanta, GA) wants **\$400,000** for the 21-acre residential area (\$19,000 per acre) and **\$550,000** for the 6-acre Cloverland Shopping Mall (\$90,000 per acre). Our review of comparable properties and historical property appraisals indicate that these asking prices are fair and reasonable. The Jobenomics Montgomery team asserts that the land value will appreciate significantly once the Calhoun project commences. Once this happens, the ROI on the land could easily double within a year.

**Demolition of the Cloverland Shopping Center and development of the Calhoun Mall and Calhoun Grocery Super Center.** The initial engineering assessment by the Jobenomics Montgomery engineering team, led by Dan Neil, concluded that current buildings are in such a state of disrepair that renovation is not a viable option. The grocery store owner told Neil that if it were not for being "grandfathered," the store would not pass inspection. Due to the essential services provided, this grocery store is considered a vital community asset. The nearest comparable grocery store is 13-miles away.

### 19,500 Square Foot Calhoun Grocery Super Center



The Jobenomics Montgomery team proposes to replace the current strip mall with a modern Calhoun Mall. We would relocate the Calhoun CEA Center and Calhoun Digital Academy from the residential area (allowing us to build more townhouses or single-family homes) and add a new 19,500 square foot Calhoun Grocery Super Center at the cost of \$1,585,000.

### Preliminary Calhoun Mall Concept Using Sprung Structures & Technology



**Sprung materials.** All three of these structures will be innovative and eye-popping Sprung structures that have attracted international attention and acclaim. Jeff Bezos and Elon Musk both built signature structures using Sprung building and technology. The Jobenomics Montgomery team asserts that the new Calhoun Mall's property value could be up to ten times higher than today's value. Furthermore, we predict that the Calhoun Mall could become a leading Montgomery shopping, entertainment, and tourist attraction within the next two years with our innovative and highly identifiable Sprung structures.

- **Affordable Housing Analysis.** A formal proposal from a qualified residential construction firm (more to follow in Phase 0) for 27-fourplex townhouses with 108-residential dwelling units at a total cost of \$9,640,610. The building costs of the townhouses range from \$86.00 to \$91.09 per square foot, competitively priced figures. In addition to the \$9.6 million construction cost, land purchase and infrastructure cost will add another \$3.4 million. The cost of purchasing the 21-acre parcel is \$400,000. The Jobenomics Montgomery team guesstimate for infrastructure improvement and modern amenities is around \$3,000,000, a very high guesstimate, if exceeded, would warrant looking for an alternative property.

Since we allocated 12-acres commercial and 9-acres residential, 43% of \$3,000,000 equals \$1,285,714, or \$11,905 for each of the 108 dwelling units (27 fourplexes).



**One-Level 768 sf**



**Two-Level 1,005 sf**



**Three-Level 1,225 sf**

Multifamily Home	Construction		Other Costs		Total Cost Per Unit
	Sq Ft	Cost	Land*	Infrastructure**	
<b>One-Level 768 sf Units</b>	768	\$69,954	\$1,583	\$11,905	<b>\$83,442</b>
<b>Two-Level 1,010 sf Units</b>	1,010	\$89,433	\$1,583	\$11,905	<b>\$102,921</b>
<b>Three-Level 1,360 sf Units</b>	1,360	\$116,960	\$1,583	\$11,905	<b>\$130,448</b>

\*12 Dwelling Units Per Acre  
(\$19,000 ÷ 12 = \$2,375)

\*\* Rough Estimates For  
Sewer & Utility Costs

This table shows the total cost per dwelling unit, including construction, land, and infrastructure costs. Total costs per unit are **\$83,442** for the 768 sf one-level dwelling unit, **\$102,921** for the 1,010 sf two-level unit, and **\$130,448** for the 1,360 sf three-level unit. These prices are 42%, 29%, and 10% (respectively) below Montgomery's median listing home price of **\$144,900**.

Due to the modernity, desirability, and location of the Calhoun-Jobenomics complex, we assert that our homes are competitive at a much higher median listing price. Using the adjacent zip code price of \$210,000 (the median listing price for the 36117 zip code, a mere 5-miles east of 3889 South Court Street), our units would be 60%, 51%, and 38% (respectively) below Zip Code 36117 median listing home price.

The comparison to Zip Code 36117 is pertinent because this community has the sort of people **we want to attract to our Calhoun-Jobenomics complex**. Zip Code 36117 median household income is more than double (\$60K versus \$27K) and the percentage of employed residents (65% versus 25%). Additionally, there is a sizable African American population (60% in the western half of 36117) with a high percentage of retired Black vets. •

This Jobenomics Montgomery residential assessment indicates that Omega Gold investors have a reasonable expectation of making a **significantly greater ROI than 20%** depending on how long before they want to exit. Jobenomics Montgomery believes an early exit within several years will net at least 20% ROI. In the longer-term, around five-years, we anticipate that the Calhoun-Jobenomics Veteran Live-Work Community will be one of the hottest real estate investment opportunities in the Montgomery Metropolitan Area. Not only will our Veteran Live-Work Community be a draw for locals and veterans, but it will also be desirable to buyers and renters from nearby Maxwell AFB that has 25,000 employees and 34,000 annual international students.

As opposed to building and selling the townhouses, Jobenomics Montgomery believes that the ROI could be higher by renting the 108 dwelling units.

Unit	Purchase Price	Down Payment	Funding Fee	Total Loan Amount	Monthly Payment	Average Montgomery Townhouse Rental	Profit	
							\$s	ROI
One-Level 768 sf	\$83,442	\$0	\$1,919	\$85,361	\$467	\$700	\$233	50%
Two-Level 1,010 sf	\$102,921	\$0	\$2,367	\$105,288	\$576	\$1,000	\$424	74%
Three-Level 1,360 sf	\$130,448	\$0	\$3,000	\$133,448	\$730	\$1,300	\$570	78%

VA Loan: 2.990% Interest Rate, 30-Year Loan, Credit Score Good (680-719), First Time VA Borrower

As shown, ROIs range from 50% to 78%, which is conservative considering we will be renting a new, state-of-art unit in a live-work community compared to renting an existing (older) townhouse with few amenities.

- Calhoun Controlled Environment Agriculture Center Analysis.** The Calhoun CEA Center will be designed and implemented by Sprung Structures, one of the world's leading pre-engineered building manufacturing companies with 135 years of successful business history and over 13,000 buildings established in over 100 countries. Sprung has helped dozens of agricultural clients establish functional and profitable controlled agriculture centers, ranging in size from 4,000 square feet to over 50,000 square feet. Upon contract award, the Calhoun CEA Center, a 34,500 square foot facility complete the hydroponic and aquaponic growing systems, will be operational within six to eight months at the cost of **\$2,815,629**. The expected annual revenue project is **\$776,836** with an EBIDTA of **\$256,251**. The expected payback period is **3.4 years**.



This ROI Analysis is for REFERENCE ONLY and is a scaled version of actual Sprung-based greenhouse data from 2010 and 2017. We did not adjust for price escalation (inflation, increased demand for organic foods, and increased supply chain costs due to the pandemic that is likely to remain high post-pandemic). Many variables impact the actual cash flows of the Montgomery effort versus this analysis. Like we have done in other cities, the Jobenomics team has not yet visited local Montgomery grocery stores, big box stores, and

other food outlets to determine demand. Consequently, we arbitrarily picked the following mix of products (kale, dino kale, chard, lettuce, and trout) to compare against actual data produced in a Sprung CEA facility.

We also need to conduct additional analyses such as:

- Environmental analysis specific to the growing location (sunshine, temperature variations, etc.)
- A local labor force comparison, which should increase profitability due to lower labor rates),
- Assessment of local utility rates for impact on operational costs,
- Evaluation of other variables such as renewable energy subsidies that could fund photovoltaic options,
- A local pricing (services, insurance) survey, and
- Assess actual crops proposed for production to assess best growth strategies for incorporating environmental control production equipment and materials.

Thus, operating budgets can change substantially. It is conceivable that we could modify the CEA facility to grow other high dollar value CEA products, as shown here. Herbs are the highest value produce. Hemp is the fastest growing and most profitable agricultural industry that needs quality seedlings. Jobenomics customers asked us to evaluate producing drought and pest-resistant tree seedlings for reforestation and the World Economic Forum's One Trillion Trees Initiative, an ambitious global effort to plant or conserve one trillion trees worldwide by 2030. While this may sound a little farfetched, many international funding sources would favor sourcing contracts to a minority-owned CEA center to produce and ship to global customers high-quality, genetically-engineered, climate-change tolerant forestry products.

- **Calhoun CEA Satellite Microfarms Analysis.** The Calhoun Satellite Microfarms will be designed and implemented by Sprung Structures, one of the world's leading controlled agriculture companies, with hundreds of operational CEA microfarms that can fit on as little as 1/10-acre in size. Upon contact award, the Calhoun CEA Satellite Microfarms, a 5,250 square foot facility equipped with traditional potted-based (soil) growth systems and hydroponic growth systems for optimized production yield, will be operational within six months at the cost of **\$518,278**. The expected annual revenue project is **\$135,810** with an EBIDTA of \$44,799. The expected payback period is **3.4** years.

#### **5,250 Square Foot CEA Satellite Microfarm**



The Jobenomics Montgomery team currently plans to deploy six microfarms (total cost **\$3,109,669**) across the Montgomery metropolitan area. The Calhoun Center will initially own these six microfarms that African-American veterans will operate. Once the veteran-operator demonstrates operational viability, the Calhoun Center will offer **leasing or franchise opportunities** so that the veteran can establish a minority/veteran-owned business. Additionally, these microfarms are expandable in size and fitted with aquaculture systems (fish farming) to meet local market demand. The Calhoun Center will buy any excess production as required.

- **Calhoun Digital Academy & Office Center Analysis.** The Calhoun Digital Academy & Office Center will be designed and implemented by Sprung Structures that has designed and built thousands of community, training, offices, and conference centers worldwide. Upon contact award, the Calhoun Digital Academy & Office Center, a 19,500 square foot facility equipped with digital technology and coworking office and conference space, will be operational within eight months at the cost of \$3,335,500. Jobenomics Montgomery has multiple ways (sponsorships, grants, contracted training programs, and event/rental/conference fees) to significantly exceed the Center's **\$515,000** per year building and operational costs.

#### **19,500 Square Foot Digital Academy & Office Center**



The Jobenomics Montgomery team asserts that this Center could be the largest money-maker of all Calhoun projects. As discussed later, similar Alabama enterprises receive government contracts and community development block grants for training, behavioral-care, and healthcare-related activities to the tune of \$3.6



million per year. A properly executed sponsorship program could produce up to \$300,000 by the third year of operation. Additional revenue sources include STEAM skills-based training and certification program, a Calhoun CEA certification and franchise program, an entrepreneur club based on the Jobenomics Club-E in Atlanta, a healthcare and social assistance Direct-Care Center, veterans and homeless counseling services, Starbucks and FedEx stores, office and community center rentals, and special event fees.



## Background Information

### Jobenomics Veteran Owned Business Program (JVOBP)

The Jobenomics Veteran Owned Business Program (JVOBP) is led by veterans for vets, their families, and their neighborhoods. JVOBP-Montgomery's pilot program is an affordable live-work community funded by veterans via various V.A. and SBA loans, Opportunity Zone funding, and private sector investment.

Montgomery is ahead of the rest of the United States in terms of veteran business ownership but underutilizes this valuable resource for economic, community, and workforce development. Montgomery City has 2,352 veteran-owned firms that can pave the way for 14,237 other veterans and 5,330 active-duty and National Guard personnel who may be interested in starting a business or launching a new career.

The VA Multifamily Building Loan Program allows credit-worthy veterans (most of the 2,352 Montgomery City veteran firm owners qualify) to buy or build fourplexes and condominiums with no downpayment. The maximum multifamily loan in Montgomery is \$981,700. Using a combination of V.A. and private sector financing, the JVOBP Montgomery team plans to build a state-of-the-art and affordable live-work community in an underserved Montgomery neighborhood. Via the Small Business Administration's Veterans Advantage Guaranteed Loans, active-duty and veterans alike can borrow up to \$5,000,000 to start a business.

No community is sustainable without a viable business base. Consequently, Jobenomics has a portfolio of highly scalable businesses that can be implemented within a year, creating thousands of veteran-owned and operated startup micro and nonemployer businesses. This portfolio currently includes:

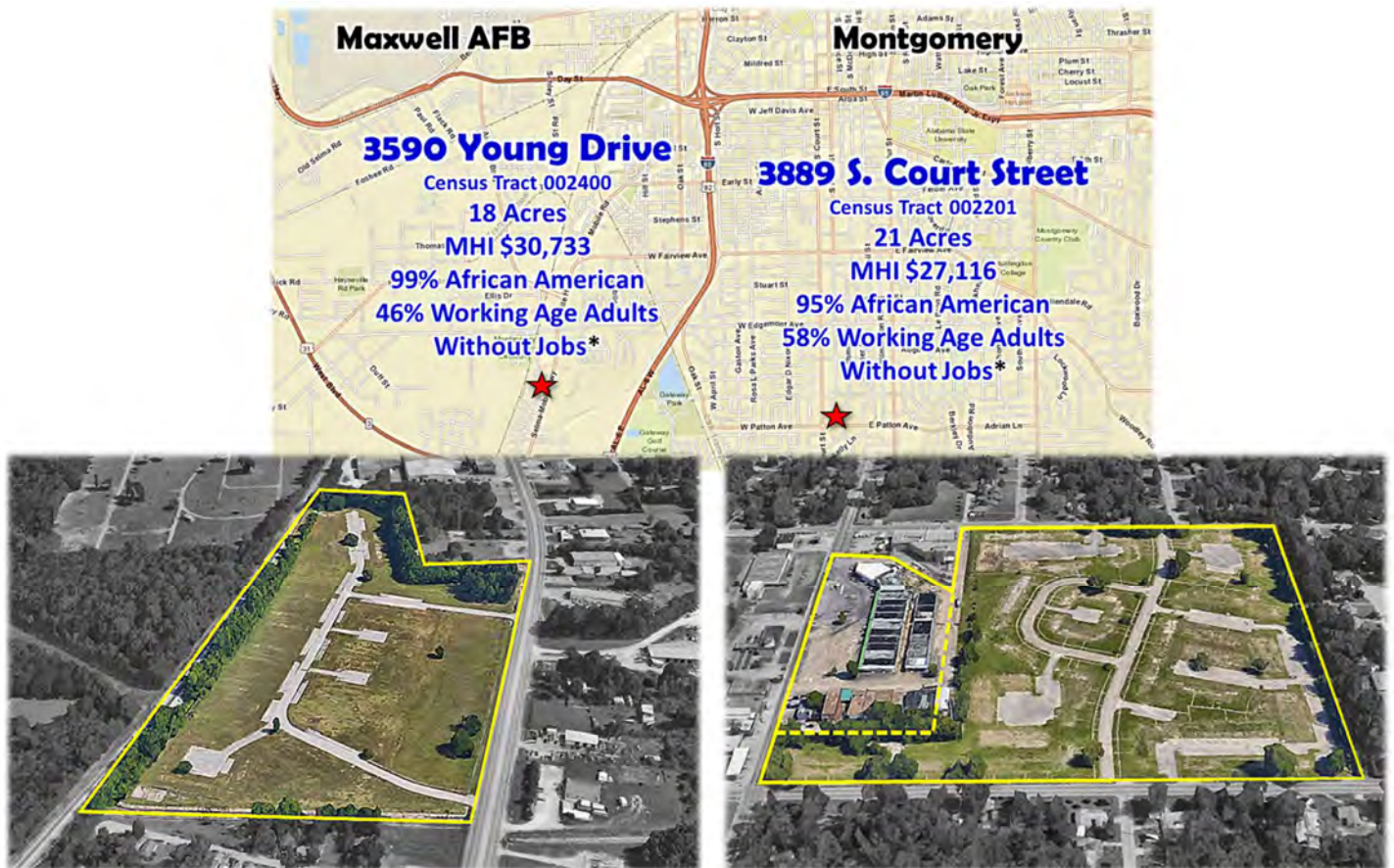
- **Controlled Environment Agriculture:** Large indoor grow facilities linked to small satellite farms
- **Digital Economy Jobs & Digital Academies:** E-Commerce, cybersecurity, etc.
- **SuperWater HyOx:** Drinking water, agricultural rejuvenation, and environmental remediation
- **Urban Mining:** E-Waste materials reclamation and waste plastics-to-biofuels systems
- **Post-Pandemic Healthcare:** Telehealth, rapid test kits, diagnostics, and hygiene services
- **Energy:** Renewable energy, energy services, and net-zero buildings & communities
- **Business Generators & Entrepreneur-Clubs**
- **Heritage & Experiential Tourism**

The 21-acre Calhoun-Jobenomics Veteran Live-Work Community will feature a 34,500 square foot Controlled Environment Agriculture (CEA) Center with hydroponically-grown produce (vegetables) and aquaponics for fish (trout, shrimp, tilapia). The Calhoun CEA Center will support six CEA microfarms located in USDA-designed "food deserts" in the Montgomery metropolitan area. This live-work community will also include a 19,500 square foot Digital Academy & Office Center that will serve as a community-wide STEAM training, certification, and office center for aspiring business owners, entrepreneurs, and career seekers. This project will also acquire the adjacent 6-acre strip mall with an operational grocery store, hardware store, and a half-dozen small businesses. The Calhoun-Jobenomics team plans to revitalize this strip mall that provides vital services to the local community. For example, while dilapidated, Cloverland AG Grocery is packed with customers and is a potential retail outlet for the Calhoun CEA Center.

## Jobenomics Veteran Live-Work Community Pilot Project

The Jobenomics Montgomery team has the support of Mayor Reed, the Montgomery Regional Chamber of Commerce, and the Montgomery Housing Authority to develop a Jobenomics Veteran Live-Work Community pilot project.

### Montgomery Housing Authority Identified Properties

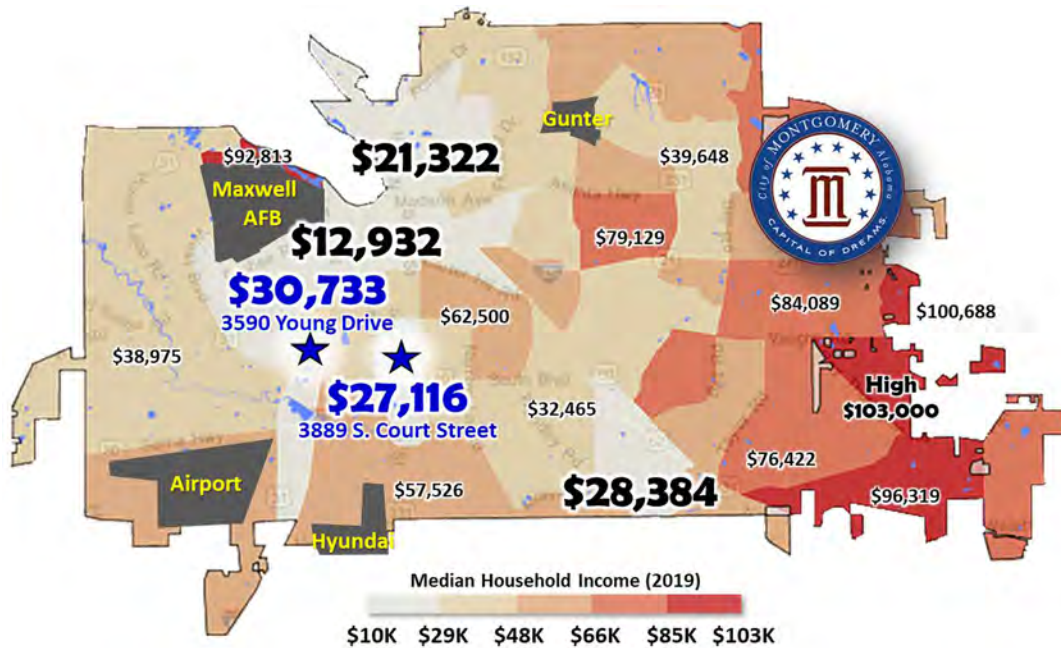


In 2017, members of VHHP (Veterans Housing & Homeless Project, Inc.) identified two West Montgomery properties for our consideration: 3590 Young Drive (18-acres owned by the City of Montgomery) and 3889 S. Court Street (27-acres owned by DA2 Properties, Atlanta, GA).

Both locations are overwhelmingly African American (99% and 95%, respectively) and low-income tracts (\$30,733 and \$27,116 median household income, respectively). 46% of Young Drive's and 58% of South Court Street's working-age adults are without jobs.

The South Court Street location also includes an optional 6-acre strip shopping mall with an operational grocery store, an active hardware store, and numerous vacant business units. The Jobenomics Montgomery team will consider other potential locations in the City and County with similar demographics and income profiles.

## Income Inequality (Median Household Income) In Montgomery, AL



These locations are adjacent to but not in a federally Designed Opportunity Zone—the poorest 10% of U.S. census tracts. However, they are in under-resourced neighborhoods with high poverty and relatively high crime rates. As shown, a median household income of \$27K to \$31K places these locations in the bottom one-third economically of all Montgomery neighborhoods. Jobenomics specialize in mass-producing startup businesses and affordable housing in underserved communities and believes that either of these locations is ideal for pilot projects. These locations are poor enough to be scalable models for similar development efforts in other low-income communities. On the other hand, they are sufficiently prosperous to reduce development risks and attract investors and residents.

Both locations are only 2 and 3.5 miles away from Maxwell-Gunter AFB with 12,500 employees (military, civil service, and contract) and an annual international pilot training and a student population of 34,000. According to City officials, only a handful of these employees or students reside in either location. Consequently, a secure and affordable Jobenomics Veteran Owned Business Program (JVOBP), led by veterans for vets and their families, will have significant appeal for off-base Housing. Monthly off-base housing allowances range from \$1,248 for entry-level airmen with dependant to \$1,683 for senior sergeants, making our affordable Housing very attractive for these airmen and their family members. Our housing units, equipped with state-of-the-art digital technology, allow family members to telecommute or run home-based businesses.

A powerful draw to our live-work community is our veteran entrepreneurs/owners. Per the V.A. Minority Business Report, retired veterans have the necessary leadership skills to transform underserved communities. These experienced individuals routinely transform at-risk young into fully functioning soldiers, sailors, airmen, and marines within months after enlistment.





Currently, the Jobenomics Montgomery management team has two potential development concepts for the 21-acre S. Court Street property.

- The first concept features 27 townhouses with 108 dwelling units, a 34,500 square foot Controlled Environment Agriculture (CEA) Center, and a 19,500 square foot Digital Academy & Office Center.
- The second concept, proposed by Beechwood Residential Master Development Group, offers 360 dwelling units, including apartments, townhouses, and single-family homes. The Beechwood concept does not include the CEA or Digital Academy & Office Centers. We would locate these facilities on the adjacent renovated 6-acre strip mall.

### Beechwood Residential Alternate Development Concept ≈ 360 Units



Sources: Beechwood Residential: Master Developer, Cloverland Masterplan (Montgomery, AL)  
Concept Drawings, Coleman Partners Architects, LLC (Baton Rouge, Houston, New Orleans)

This proposal will not address the Beechwood Residential alternate development concept in any further detail unless the Omega Gold Development Group would like to discuss a collaborative agreement with Beechwood Residential and their funding partners.

## Proposed Configuration

The Calhoun-Jobenomics Veteran Live-Work Community concept features 108 ADA-compliant dwelling units, a Controlled Environment Agriculture (CEA) Center, a Digital Academy & Office Center, and other amenities.

### Calhoun-Jobenomics Veteran Live-Work Community With 27 Fourplex Townhouses



This 21-acre Calhoun-Jobenomics Veteran Live-Work Community concept features:

**Affordable Housing.** The housing concept, shown above, consists of 27-fourplexes with 108 dwelling units on ½ acre lots. This layout is our baseline configuration to determine investor return on investment. If the investor desires a higher ROI, we can decrease the lot size or make similar plan adjustments.

These townhouses feature three fourplex floor plans ranging from one-level 768 sq ft units to three-story 1,360 sq ft units. Land use maximizes community green space, such as athletic fields, playgrounds, picnic areas, and

walking/running/bicycle paths. Our team believes that this green space increases market appeal and is a scalable model for future inner-city projects. Each townhouse occupies a one-half acre of land for a total of 13.5 acres. The Jobenomics Montgomery team is also willing to consider reducing the townhouse acreage to one-third and one-quarter acre lots. We also have design drawings for the following single-family homes as optional dwelling units if desired.

### Optional Single-Family Home Plans

#### One-Level: 1,247 sf



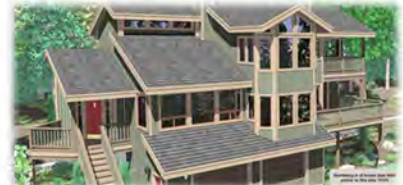
3 Bedrooms, 2 Garage Stalls,  
Plan 10059

#### Two-Level: 2,135 sf



4 Bedrooms, 2 Garage Stalls,  
Plan 9950-fb

#### Three-Level: 2,984 sf



3 Bedrooms, Office/Den,  
3 Garage Stalls, Plan 10165

### Calhoun Controlled Environment Agriculture (CEA) Center

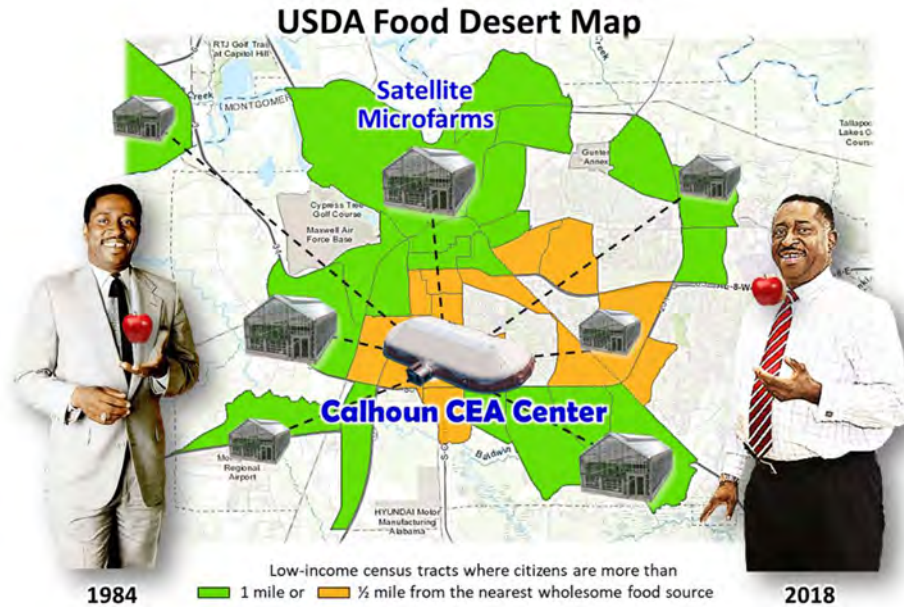
In dedication to Greg Calhoun, the first African-American to own a grocery store chain in the South, our plan incorporates a 34,500 square foot Controlled Environment Agriculture (CEA) Center with hydroponically-grown produce (vegetables) and aquaponics for fish (trout, shrimp, tilapia).

### Calhoun Controlled Environment Agriculture (CEA) Center



## CEA Satellite Microfarms

The Calhoun CEA Center will support six CEA microfarms located in USDA-designed "food deserts" in the Montgomery metropolitan area. These 5,250 square foot microfarms can be operational within a few months.



## Digital Academy & Office Center

This live-work community will include a 19,500 square foot Digital Academy & Office Center that will serve as a community-wide STEAM training, certification, and office center for aspiring business owners, entrepreneurs, and career seekers. The Jobenomics Club-E in Atlanta serves as a model for the Montgomery Center.

### Digital Academy & Office Center

- 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**

## Other Amenities

Other Calhoun-Jobenomics Veteran Live-Work Community amenities include:

- Net-zero energy architecture
- LEED (Leadership in Energy and Environmental Design) buildings
- ADA (American Disabilities Act) compliant buildings
- State-of-the-art broadband and WIFI
- Integrated security system
- Community center
- Athletic fields, tennis courts, playgrounds, and picnic areas
- Walking, jogging trails, and designated dog park areas
- Secured self-storage units for tenants with additional income-generating opportunities
- Sharing facilities
  - EV-charging and rental parking
  - Car, boat, R.V., ATV, and other equipment sharing
  - Fabrication, artisan, or mechanical shops

## Why Sprung Structures?



Jobenomics Montgomery team selected the Sprung Structures for the same reasons that Amazon CEO Jeff Bezos did his Blue Origin company headquarters in Kent, Washington. These buildings have an eye-popping appeal that is highly identifiable for marketing and events. They also can withstand extreme weather events, including hurricanes (Miami-Dade County approved) and heavy snow loads. The Calhoun-Jobenomics Veteran Live-Work Community facilities are also easily expandable and deployable to another location if desired. Since 1887, Sprung headquarters has been in Alberta, Canada, with a manufacturing center in Salt Lake City, Utah. This proven technology is now in over 100 countries with operational 13,000+ structures.

## Property Analysis

### Property Owner & Description

At 3889 South Court Street, the sale property includes a 21-acre brownfield site (formerly Cloverfield Apartments) and a decaying but semi-operational 6-acre strip mall (Cloverfield Shopping Mall).

**Property At 3889 South Court Street, Montgomery, AL 36105**



According to property records, the 21-acre former residential community is zoned R-60-M and cleared of all former buildings. It also has roads, sewer, and utility infrastructure that appear to be in reasonable shape. However, until a detailed civil engineering inspection, this property's underlying condition is unknown. The 2019 property taxes were \$3,925, and the tax assessment was \$157,000.

### Demographics Around 3889 South Court Street

	2020 Total Population	Pop Growth 2020-2025	Average Age	2020 Total Households	Median Household Income	Median Home Value	Median Year Built
<b>1 Mile</b>	10,726	-1.03%	39	4,021	\$33,883	\$62,637	1958
<b>3 Miles</b>	54,426	-0.36%	38	20,873	\$36,766	\$89,925	1960
<b>5 Miles</b>	114,231	-0.99%	37	43,974	\$38,306	\$94,544	1966

This table shows other property record statistics regarding demographics around the proposed Court Street location. Generally, speaking this neighborhood was built 80-years ago and is currently occupied by underemployed Millennials. The population within a 5-mile radius of the property is 114,231, all in low-income areas with limited access to healthy food outlets.

### **Property Appraisals For Former Cloverland Apartments Complex**

The Jobenomics Montgomery management team has been in constant contact with the property owner, Ms. Sylvia Shiverdecker, President of DA2 Properties, Atlanta, GA. The property is currently off-market, but Ms. Shiverdecker says that she wants **\$400,000**, or \$19,000 per acre.

A 26 April 2012 certified appraisal by Realvest Appraisal Services of "20.42" acres of land (located on the east and west sides of Southmont Drive, north side of Patton Avenue, and south side of Delano Avenue) appraised the market value (excluding all improvements) of the former Cloverland Apartments at **\$817,000**. These are pictures of the 20.42 acres at Cloverland Apartments as it was nine years ago. As shown by the aerial photo at the beginning of this section, all derelict buildings and structures are now gone, saving Jobenomics Montgomery demolition and site cleanup expenses.

#### **Former Cloverland Apartment Complex at 3889 South Court Street, Montgomery, AL 36105**



A preliminary assessment of nearby empty lots indicates that \$19,000 per acre is reasonable and fair.

For example, a 1.5-acre greenfield lot at 4329 Norman Bridge Rd, Montgomery, AL 36105 is listed at \$45,000, or \$26,000 per acre, without preexisting infrastructure. The 9.9-acre lot (with numerous derelict buildings) at 9 W South Blvd, Montgomery, AL 36105 lists for \$499,000. Both of these properties are within 3 miles of South Court Street. It is also worth mentioning that there are very few brownfields over 20-acres in West Montgomery.

### **Property Appraisals For Former Cloverland Shopping Center**

DA2 Properties wants **\$550,000** for the 6-acre strip mall, which is approximately \$90,000 per acre.

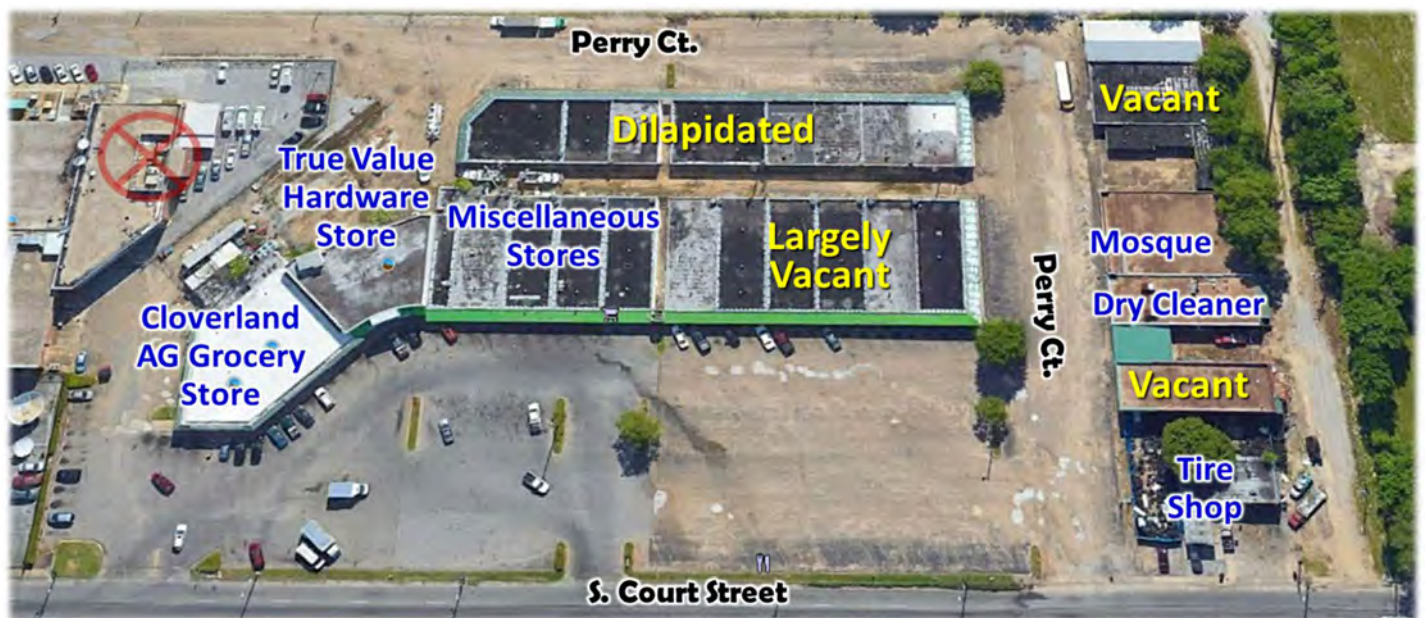
A 30 May 2017 certified appraisal by Barr Appraisal Services of 248,292 square feet of land (known as the Cloverland Shopping Center at 3819 South Court Street, of the former Cloverland Apartments) appraised the market value at **\$760,000**. Five separate buildings, totaling 50,720 square feet, are located on the property.

According to Barr, due to the "dilapidated condition" of many buildings, only 44,320 square feet were deemed usable space in 2017. The property was appraised free and clear of any or all liens and encumbrances. Barr Appraisal Services did not observe the existence of hazardous materials.

Cloverland Shopping Center Property Data	
Property Owners	DA2 Properties LLC
Primary Land Area	6.26 acres
Building Area	62,032 sf gross area, 50,720 rentable
Property Address	3819-3871 South Court and 3626-3662 South Perry Street, Montgomery, Montgomery County, Alabama, 36105
Latitude & Longitude	32.335924, -86.307392
Tax Parcel Numbers	10-09-30-3-004-002.000 and 008.000
Zoning	Local Shopping and Residential (B-4 and R-60-m)
FEMA	Flood Map No. 01101C0208J, Flood Zone Zone X

A 13 September 2017 certified appraisal by Valbridge Property Advisor of the **Cloverland Shopping Center** placed the market value at **\$795,000** or \$15.67 per square foot. The subject property, as referenced above, is located on the southeast corner of S Court Street and W Delano St. and is further identified as Assessor's Parcel Number (APN) 10-09-30-3-004-002.000 and 008.000. The subject is a 6.26-acres or 272,686-square-foot site. The site includes a one-story, multi-tenant, neighborhood shopping center containing 62,032 gross square feet and 50,720 net rentable square feet, constructed between 1950 and 1954. The property was 60% leased by multiple tenants as of the date of this appraisal.

### Cloverland Shopping Center Today





A survey of vacant commercial lots in city limits indicates that \$90,000 per acre is a competitively priced investment. For example, 10 miles away, a 10-acre commercial/industrial brownfield, with utilities, located at 3560 Taylor Road E 13, Montgomery, AL 36109, lists for \$3,322,523, or \$330,000 per acre. Three miles away, a 10-acre commercial/industrial greenfield, with no infrastructure, located at South Boulevard, Montgomery, AL 36116, lists for \$500,000, or \$50,000 per acre. The development cost to upgrade this greenfield to an equivalent brownfield likely would exceed \$90,000 per acre and would not have the existing business base offered by the 3889 South Court Street location.

The strip mall is old, and about half the buildings are vacant. While in need of extensive repair, Cloverland AG Grocery, True Value Hardware, Capital Liquor, Capital Food Diner, and barbershop are busy and provide essential services to the local community. From a Jobenomics perspective, the best way to proceed is to demolish the entire mall instead of a piecemeal renovation.

Ms. Shiverdecker has made it clear that she wants a buyer who will honor her commitments to keep the grocery store owner and several other long-term tenants operational to serve the local community's needs. According to U.S. Census Tract data, within a radius of approximately one mile of the property (Tract 002201), 49% of the 776 households use Food Stamps. The nearest comparable grocery store, Renfroe's Foodland, is over 13 miles away. Without Cloverland AG Grocery, the local community would be significantly disadvantaged.

Because of our interest in Greg Calhoun and his legacy of providing nourishing food and community support, as well as her love for veterans, Ms. Shiverdecker told the Jobenomics Montgomery management team that she believes that Jobenomics Montgomery is overwhelmingly her favorite suiter for the property.

## Property Return on Investment

Omega Gold Development Group wants a minimum ROI of 20%. Purchase of the 21-acre residential land at \$19,000 per acre could easily double or triple once construction begins. Maximum ROI depends on whether the land is leased or subdivided (recommended).

As discussed above, at \$90,000 per acre, our team asserts that the 6-acre strip mall is reasonably priced and could easily double in association with increased land value in the adjacent residential complex.

The Jobenomics Montgomery dares to state that the new Calhoun Mall's property value could be significantly higher than today's value. Furthermore, we predict that the Calhoun Mall could become a leading Montgomery shopping, entertainment, and tourist attraction within the next two years with our innovative and highly identifiable Sprung structures. The Jobenomics Montgomery Sprung design team will create advanced Calhoun Mall design concepts that will showcase unique and attractive elements like those done for Jeff Bezos's Blue Horizon Headquarters and Elon Musk's Tesla General Assembly Line projects. As Greg Calhoun would have wanted, the Calhoun Mall will also serve as a community engagement area where locals gather to celebrate each other.

## Preliminary Calhoun Mall Concept Using Sprung Structures & Technology



As mentioned earlier, the Cloverland Shopping Center's current buildings are dilapidated and not worth the resources to repair or renovate. Of the 27 suites, 12 are vacant. Of the 17 occupied suites, only 12 are paying rent, as shown in the following table.

**Cloverland Shopping Center Current Rent Roll**

No.	Tenant Name	Suite	Total Area (SF)	Occupied Area (SF)	Monthly Rent	Rent Paying Area (SF)	Rate / Sq. Ft.
1	Cloverland AG Grocery	3819	4,000	4,000	\$3,300	4,000	\$9.90
2	True Value Hardware	3831	3,360	3,360	\$850	3,360	\$3.04
3-B	VACANT	3831-B	3,250				
4	Capital Food Diner	3833	1,120	1,120	\$1,500	1,120	\$16.07
5	Capital Food Diner	3837	1,280	1,280			
6	Capital Foods	3839	2,560	2,560	\$750	2,560	\$3.52
7	Capital Liquor	3841	640	640	\$650	640	\$12.19
8	Shakina Hall	3843	640	640			
9	Yeshua Ministries	3845	2,560	2,560	\$500	2,560	\$2.34
10	VACANT	3849	2,560				
11	Nails	3853	1,280	1,280	\$450	1,280	\$4.22
12	Barber	3855	1,280	1,280			
13	JG's Music Center	3857	2,560	2,560	\$650	2,560	\$3.05
14	VACANT	3861	1,280				
15	1040 Taxes	3863	1,280	1,280	\$500	1,280	\$4.69
16	VACANT	3865	2,560				
17	VACANT	3871	2,560				
18	VACANT	7	1,575				
19	VACANT	9	1,575				
20	VACANT	3662	1,600				
21	VACANT	3658	1,600				
22	Roderick Hodo	3656	1,600	1,600	\$450	1,600	\$3.38
23	H&S Car Wash	3650	1,600	1,600			
24	OG Sounds	3642	1,600	1,600			
25	Pillar of Truth	3638	1,600	1,600			
26	VACANT	3634	1,600				
27	Alma Hill Ministries	3630	1,600	1,600	\$150	1,600	\$1.13
Total			50,720	30,560	\$9,750	22,560	\$0.19
				Yearly Revenue	\$117,000	18,400	SF Minus Ministries

The Jobenomics Montgomery team assessment of the current rent roll yields these conclusions:

- With an average rent per square foot, including vacant and non-paying renters, of 19 cents, the Cloverland Shopping Center is not worth saving from a financial standpoint. From a societal impact point of view, while a critical neighborhood resource, the Cloverland Shopping Center is on its last legs.

- Annual revenue of \$117,000 shows that the Cloverland Shopping Center generates revenue, which provides the new Calhoun Mall an existing customer base. Cloverland AG Grocery, True Value Hardware, Capital Food Diner, Capital Liquor, Nails, Barber, JG's Music Center, 1040 Taxes, and Roderick Hodo could relocate to the 19,500 square foot Calhoun Super Center. Capital Food Diner, Capital Liquor, Cloverland AG Grocery are the most viable candidates since they pay \$16.07, \$12.19, \$9.90 per square foot, respectively. The Calhoun Center could offer reduced rates for a short period to see if our new mall would help jump-start their businesses enough to pay reasonable rents.
- Minus the two ministries, the square footage of all paying renters equals 18,400, which helps validate our assumption the Calhoun Super Center would need a 19,500 square foot building. The two ministries, Alma Hill and Yeshua, could conduct sabbath and after-hours services in the Digital Academy & Office Center, helping them increase their congregations in a modern facility.

In conclusion, the Calhoun Mall must be profitable for it to service its patrons successfully. Profitability is dependent on drawing significantly more customers with higher discretionary income. With our unique Sprung structures, the Calhoun Mall will attract customers, businesses, renters, and spectators from the metropolitan area. Our Community Engagement activities (celebrations, concerts, fairs, farmers markets) should keep our customers engaged.

#### **Cost Estimate For A Potential Calhoun Grocery Super Center**

##### **19,500 Square Foot Calhoun Grocery Super Center**



If the Omega Gold Development Group and the Jobenomics Montgomery Team decide to move forward with the Calhoun Mall Concept, the current paying renters would benefit to relocate into this new building. The base price for this facility is approximately \$1,000,000 with an optional buildout cost of \$500,000, not including the buildout costs assumed by new tenants, like Cloverland AG Grocery and True Value Hardware.

## Estimated Building Cost For A 19,500 Square Foot Grocery Super Center

BUILDING INFORMATION				
Size (ft <sup>2</sup> ):	19,500			
Dimensions (ft):	100 x 195			
Material:	Opaque, Insulated			
Intended Use:	Office/mixed-use environment			
Delivery Schedule:	3 -4 Weeks			
Structure Installation Schedule:	8 Weeks		Assume a 12 person installation crew	
Equipment Installation Schedule:	8 Weeks		Depending on actual building interior and furnishings	
PRICING - EQUIPMENT AND MATERIALS	Quantity	Unit Cost	Sub Total	Notes
<b>Structure</b>				
Base Building:	1	\$810,000	\$810,000	
Delivery:	1	\$25,000	\$25,000	
PRICING - SERVICES				
Architectural, Engineering and Project Management Services:	1	\$250,000	\$250,000	*** Budgetary *** subject to local rates and final design parameters
<b>BASIC BUILDING</b>			<b>\$1,085,000</b>	
<b>Optional Buildout Costs</b>	1	\$500,000	\$500,000	Optional buildout costs that are additional to the buildout costs assumed by the grocery or hardware store owners.
<b>BASIC &amp; OPTIONAL BUILDOUT</b>			<b>\$1,585,000</b>	

Building the Calhoun Grocery Super Center will require demolition of the existing Cloverland Shopping Center. Demolition and infrastructure improvement costs are unknown until the Jobenomics Montgomery team hires a certified engineering company to conduct an analysis during Phase 0. For this initial business plan, we will use a **\$1,000,000** estimate as a place marker. If the demolition and infrastructure improvement costs are significantly higher than \$1 million, the Jobenomics team will have to reconsider purchasing the 6-acre Cloverland Shopping Center property

## Affordable Housing Analysis & ROI

According to ProMatcher Home Construction Inc., using conventional construction methods, the average custom home in Montgomery has a cost range from \$75 to \$145 per square foot. According to Realtor.com, as of February 2021, the median listing home price per square foot is \$83. Using these baselines, the Jobenomics Montgomery team estimated that we could build our fourplexes for as low as \$70 per square foot. We arrived at this conservative price based on (1) low land cost at \$19,000 per acre, (2) reduced brownfield property costs versus a greenfield site, (3) lower expenses per unit for a multifamily home relative to a custom home, (4) reduced cost of a mass production panel system and construction of dozens of fourplexes rather than building individual dwellings one at a time. At \$70 per square foot, the building costs were \$215,040 for our one-level 768 sf fourplex plan, \$281,400 for the two-level 1,010 sf fourplex plan, and \$343,000 for the three-level 1,360 sf fourplex plan.

We then submitted our assessment to residential and commercial builders for evaluation and bids. Due to the pandemic supply chain issues and the shift from commercial to residential real estate, the Jobenomics Montgomery team anticipated significant increases industry-wide.

Affordable House Systems, LLC., backed by steel manufacturing giant DIV005, LLC., was the first company to provide the following proposal to Jolan Stoltz, Jobenomics Montgomery, Affordable Housing Director, and CEO of VHHP (Veterans Homeless & Housing Project, Inc.)



February 11, 2021

**Project: JVOB Montgomery Budget – Proposal**

DIV005, LLC is pleased to offer pricing on the above-mentioned project, drawings provided by Jolan Stoltz, Affordable House.

DIV005, LLC hereby offers to design, engineer, fabricate, deliver to the construction site, and erect the following:

**Exhibit A - Scope of Work**

**Inclusions:**

We will furnish all labor, equipment, and materials necessary to perform the following scope of work.

Furnish completed buildings ready to move in from Slab on Grade to Finish per attached Plans and Specifications. Please see attached Spec Sheet and link to all products.

**Total Price for each building:**

Model 3072, 4-unit, 1-story: \$ 279,815.00 each

Model 595, 4-unit, 2 story: \$ 357,730.00 each

Model 587, 4-unit, 3 story: \$ 467,840.00 each

### Affordable House Systems/DIV005 Proposal Summary

## Residential Cost Analysis

DIV005 (<https://div005.com>) is a proven leader in the cold-formed steel industry, with a proven track record of over 25 years of experience designing and constructing steel-framed structures for residential and commercial applications. Unlike wooden framing, cold-formed steel is dimensionally stable and does not expand or contract with moisture exposure; no warping, splitting, cracking, or creeping. Their unique business model consists of (1) pre-construction analysis and budgeting, (2) construct-ability reviews, site logistics, coordination with other trades, and (3) controlled and concise off-site fabrication, tightly scheduled with the coordinated installation. Prefabricated components shorten construction periods compared to traditional construction methods.

### Affordable House/DIV005 Bid Construction Price Summary


Multifamily Home	Cost Per Sq Ft	Per Unit		Per Fourplex		
		Sq Ft	Cost	Units	Sq Ft	Cost
<b>One-Level 768 sf Units</b>	<b>\$91.09</b>	768	\$69,954	4	3,072	\$279,815
<b>Two-Level 1,010 sf Units</b>	<b>\$88.55</b>	1,010	\$89,433	4	4,040	\$357,730
<b>Three-Level 1,360 sf Units</b>	<b>\$86.00</b>	1,360	\$116,960	4	5,440	\$467,840

As shown, the cost per square foot ranges from \$86.00 to \$91.09 per square foot, which is higher than the Jobenomics initial estimate of \$70.00. Our team not only felt this bid is acceptable, but the recycled steel technology and off-site prefabrication techniques provide a hedge against further price increases in traditional building materials, as well as construction delays due to limited skilled labor.


DIV005 proposes developing and manufacturing Affordable House Systems panels and modules in their 60,000 square foot factory in Hahira, Georgia, a 4-hour drive from Montgomery. Off-site factory-controlled production dramatically improves quality, reduces dependency on on-site trades, and is less prone to delays due to inclement weather. DIV005 will use minority subcontractors to the maximum extent possible.

### Model F-596, One-Level, 768 sf Configuration & Prices

**One-Level Fourplex, No Garage**  
**Model F-596, 768 sf, 2 bedroom, 96'x37'**  
<https://www.houseplans.pro/plans/plan/f-596>



**3,072 total sq. ft. x \$91.00 per sq. ft. =**  
**\$279,815**



**Single Dwelling Cost = \$69,954**

**Model F-595, Two-Level, 1010 sf Configuration & Prices**

**Two-Level Fourplex, No Garage**

**Model F-595, 1,010 sf, 2 bedroom, 64'x38'**

<https://www.houseplans.pro/plans/plan/f-595>



4,042 total sq. ft. x **\$88.50** per sq. ft. =  
**\$357,730**

**Main Floor Plan**



**Upper Floor Plan**



Single Dwelling Cost = **\$89,433**

**Model F-587, Three-Level, 1360 sf Configuration & Prices**

**Three-Level Fourplex, Single Garage:**

**Model F-587, 1,360 sf, 3 bedroom, 66'x36'**

<https://www.houseplans.pro/plans/plan/f-587>



5,440 total sq. ft. x **\$86.00** per sq. ft. =  
**\$467,840**

**Main Floor Plan**



**Lower Floor Plan**



**Upper Floor Plan**



Single Dwelling Cost =

**\$116,960**

### Total Construction Costs, Not Including Land & Infrastructure Costs

Multifamily Home	Cost Per		Per Type	
	Sq Ft	Units	Sq Ft	Cost
One-Level 768 sf Units	\$91.09	12	36,864	\$3,357,780
Two-Level 1,010 sf Units	\$88.55	7	28,280	\$2,504,110
Three-Level 1,360 sf Units	\$86.00	8	43,520	\$3,742,720
Total Investment Cost				\$9,604,610

Using the DIV005 proposal, not including land or infrastructure expenses, **the total cost for building 27-fourplexes is \$9,640,610.**

In addition to the \$9.6 million construction cost, land purchase and infrastructure cost will add another \$3.4 million. The cost of purchasing the 21-acre parcel is **\$400,000**. The Jobenomics Montgomery team guesstimate for infrastructure improvement and modern amenities is around **\$3,000,000**, a remarkably high guesstimate, if exceeded, would warrant looking for an alternative property.

Of the 21-acres, the Jobenomics Montgomery team allocated 9-acres for residential usage (the remaining acreage is for commercial and greenspace applications).

This business plan assigns 3-fourplexes, or 12-dwelling units, per acre. From an investor viewpoint, this is a relatively modest land-use. We could have allowed 4-fourplexes per acre or an increased number of acres available for dwelling units and less for commercial or greenspace. Using this land-use scheme, the cost per dwelling unit is \$1,583 ( $\$19,000 \text{ per acre} \div 12 \text{ dwelling units} = \$1,583$ ).

Infrastructure development costs are unknown at this time since the Jobenomics Montgomery team will not hire an independent engineering company to accomplish a detailed infrastructure assessment until after we receive Phase 0 funding.

In the absence of factual engineering data, our management team guesstimates the total price for sewer, utility, other infrastructure, and amenity costs could be as high as \$3,000,000. Other infrastructure costs would include items like roads and walkways. Amenities include net-zero energy systems (e.g., solar and smart grids), broadband connectivity, integrated security, sharing facilities, and greenspace.

Since we allocated 12-acres commercial and 9-acres residential, 43% of \$3,000,000 equals \$1,285,714, or \$11,905 for each of the 108 dwelling units (27 fourplexes).

Regarding future considerations, our team envisions the possibility of locating all the Calhoun-Jobenomics Veteran Live-Work Community commercial operations on the strip mall's 6-acre lot. This effort would include demolishing all existing structures, integrating current business operations (like the grocery and hardware stores) into a new supercenter, and building the Calhoun CEA Center and the Digital Academy & Office Center



here instead of the 21-acres currently planned. We will decide to stay or move in the Phase 0 planning and land acquisition phase.

#### Total Cost Per Unit Including Construction, Land & Utilities

Multifamily Home	Construction		Other Costs		Total Cost Per Unit
	Sq Ft	Cost	Land*	Infrastructure**	
One-Level 768 sf Units	768	\$69,954	\$1,583	\$11,905	<b>\$83,442</b>
Two-Level 1,010 sf Units	1,010	\$89,433	\$1,583	\$11,905	<b>\$102,921</b>
Three-Level 1,360 sf Units	1,360	\$116,960	\$1,583	\$11,905	<b>\$130,448</b>

\*12 Dwelling Units Per Acre  
(\$19,000 ÷ 12 = \$2,375)

\*\* Rough Estimates For  
Sewer & Utility Costs

Total costs per unit are **\$83,442** for the 768 sf one-level dwelling unit, **\$102,921** for the 1,010 sf two-level unit, and **\$130,448** for the 1,360 sf three-level unit. These prices are 42%, 29%, and 10% (respectively) below Montgomery's median listing home price of **\$144,900**.

Due to the modernity, desirability, and location of the Calhoun-Jobenomics complex, we assert that our homes are competitive at a much higher median listing price. Using the adjacent zip code price of \$210,000 (the median listing price for the 36117 zip code, a mere 5-miles east of 3889 South Court Street), our units would be 60%, 51%, and 38% (respectively) below Zip Code 36117 median listing home price.

The comparison to Zip Code 36117 is pertinent because this community has the sort of people **we want to lure to our Calhoun-Jobenomics complex**. Zip Code 36117 median household income is more than double (\$60K versus \$27K) and the percentage of employed residents (65% versus 25%). Additionally, there is a sizable African American population (60% in the western half of 36117) with a high percentage of retired Black vets.

According to the most recent Minority Veteran's Report, veterans have a median household income of over \$59,000, making the large pool of 14,237 veterans living in Montgomery excellent prospects for moving to the Calhoun-Jobenomics complex to live, work, retire or start a business.

In conclusion, this Jobenomics Montgomery residential assessment indicates that Omega Gold investors have a reasonable expectation of making a **significantly greater ROI than 20%** depending on how long before they want to exit. Jobenomics Montgomery believes an early exit within several years will net at least 20% ROI. In the longer-term, around five-years, we anticipate that the Calhoun-Jobenomics Veteran Live-Work Community will be one of the hottest real estate investment opportunities in the Montgomery Metropolitan Area. Not only will our Veteran Live-Work Community be a draw for locals and veterans, but it will also be desirable to buyers and renters from nearby Maxwell AFB that has 25,000 employees and 34,000 annual international students.

## Rental Income Analysis & ROI

As opposed to building and selling the townhouses, Jobenomics Montgomery believes that the ROI could be higher by renting the 108 dwelling units.

### Construction Loan & Breakeven Analysis (Building Costs Only)

Unit	Purchase Price	Down Payment	Funding Fee	Total Loan Amount	Monthly Payment	Average Montgomery Townhouse Rental	Profit	
							\$s	ROI
<b>One-Level 768 sf</b>	\$83,442	\$0	\$1,919	\$85,361	\$467	\$700	\$233	<b>50%</b>
<b>Two-Level 1,010 sf</b>	\$102,921	\$0	\$2,367	\$105,288	\$576	\$1,000	\$424	<b>74%</b>
<b>Three-Level 1,360 sf</b>	\$130,448	\$0	\$3,000	\$133,448	\$730	\$1,300	\$570	<b>78%</b>

VA Loan: 2.990% Interest Rate, 30-Year Loan, Credit Score Good (680-719), First Time VA Borrower

The return of investment for renting a dwelling unit is likely higher than selling. As shown, projected ROIs range from 50% to 78%, which is conservative considering we will be renting a new, state-of-art unit in a live-work community compared to renting an existing (older) townhouse with few amenities.

The assumptions used in this analysis of our three townhouse plans include:

- The purchase price includes the total cost of building, land, infrastructure, and amenities, as discussed on the previous page.
- Since this is a veteran live-work community, VA-backed loans require no down payment.
- The monthly payment is the amount to service the loan.
- We calculated the Average Montgomery Townhouse Rental prices from the February 2020 Townhouse Rental section at Realtor.com.
- Profit \$s is the difference between our monthly mortgage payment and rental income equivalent to average Montgomery townhouse rentals.
- Profit ROI is the percent of profit over the cost of servicing the loan.

Rental income could increase substantially as the Calhoun-Jobenomics Veterans Live-Work Community become more established and well-known.

## Calhoun Controlled Environment Agriculture Center Analysis & ROI

### Calhoun CEA Center Summary

The Calhoun CEA Center will be designed and implemented by Sprung Structures, one of the world's leading controlled agriculture companies, with thousands of operational CEA facilities ranging from 4,000 square feet to over 8-acres in size. Upon contact award, the Calhoun CEA Center, a 34,500 square foot facility complete the hydroponic and aquaponic growing systems, will be operational within six to eight months at the cost of \$2,815,629. The expected annual revenue project is \$776,836 with an EBIDTA of \$256,251. The expected payback period is 3.4 years.

### CEA & Sprung Overview

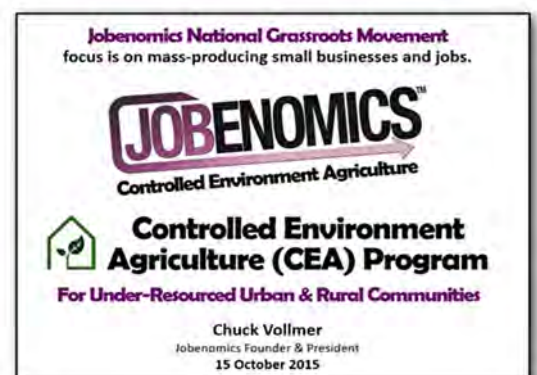
A recent surge of investment and growth in controlled environment agriculture (CEA) has created new business and workforce opportunities in America's oldest industries. The following trends contributed to the explosive growth of CEA:

- Customer preference for organically grown, herbicide/pesticide-free, and non-GMO (Genetically Modified Organisms) farm-to-table foods,
- Climate change and extreme weather events are destructive to traditional outdoor farming methods,
- More efficient and cost-effective method of growing high-value crops, vegetables, and seedlings,
- Retailers desire to diversify food sources, shorten supply chains and offer same-day fresh products,
- Increased government and public concern regarding malnutrition, obesity, and lack of access to healthy food sources, and
- Burgeoning economic, community, startup business, and workforce development opportunities for underserved and under-resourced communities and neighborhoods.

In 2015, Jobenomics began developing a CEA Program for urban agricultural applications in underserved and under-resourced communities. Today, Jobenomics now has strategic partnerships with the leading CEA growers, technologies, and structure manufacturers in dozens of countries.

In honor of Montgomery's fresh and wholesome food pioneer, **Greg Calhoun**, the Jobenomics Montgomery team is pleased to present the Calhoun CEA Center that features the latest hydroponic and aquaponic growing systems in a futuristic-looking and cost-effective indoor growing facility.

CEA is a technology-based approach to indoor food and plant-based material production. CEA aims to provide protection and maintain optimal growing conditions throughout the development of the crop. Production takes place within an enclosed growing structure such as a greenhouse or artificially lit structure. CEA aims to optimize resources such as water, energy, space, capital, and labor.



CEA technologies include:

- **traditional** (soil-based growing)
- **hydroponics** (soil-less growing of plants),
- **aquaculture** (raising fish),
- **aquaponics** (a combination of hydroponics and aquaculture fish waste as plant nutrients), and
- **aeroponics** (a method used to grow plants in the air without the use of soil).

The Jobenomics Montgomery team selected Sprung Inc. (<https://www.sprung.com>) as our CEA structure and hydroponics/aquaponics supplier. For over 120 years, Sprung Structures designed, built, and installed over 12,000 installations in over 100 countries. Their expertise in CEA is unmatched with thousands of CEA facilities.

Over the last four months, the Jobenomics Montgomery team, Sprung, their engineering company (Hologram Solutions), and their ARK CEA research and development group (Agro Resilience Kit, LTD) designed a CEA concept for the Calhoun CEA Center and their CEA Satellite Microfarms. We anticipate full operational capability within six to eight months after contract award.



**34,500 Square Foot (100' x 345') Calhoun CEA Center**



Sprung greenhouses meet building regulations and codes for fire, smoke, snow, and wind loading, which is atypical for most agriculture applications. To our knowledge, Sprung translucent greenhouses are the only type of growing structure that can be insured for structural and crop damage.

The following comparison table is an overview of the relative differentiation of a membrane-based structure over more traditional construction strategies.

### Sprung Mmbrane Greenhouses Versus Conventional Greenhouses

Consideration	Membrane	Double Poly	Polycarbonate	Glass
Base Building Cost (FOB Factory)	~\$25 ft <sup>2</sup>	~\$7.50 ft <sup>2</sup>	~\$15 ft <sup>2</sup>	~\$15 ft <sup>2</sup>
Foundation	Not Required	Required (~\$10-15/ ft <sup>2</sup> )		
Fabrication Time <sup>(1)</sup>	3 - 4 weeks	9 – 10 Weeks	7 – 8 Weeks	9 – 10 Weeks
Installation Costs	~ 1500 ft <sup>2</sup> per day	Foundations must be laid first, then beams need to be erected and finally glazing panels installed. Labour intensive (even more so for glass panels) and caulking can only be completed in warm, dry weather		
Life Span <sup>(2)</sup>	50 Year warranty of substructure, 10 Year on membrane in high humidity environment with a life expectancy of 15 years (replacement cost is ~30% of original)	Panels need to be replaced every 2-5 years	~10-12 Years for the panels longer for the side walls, caulking ~ ever 5 years (replacement cost is ~ 50% of original)	25 years for the panels, caulking ~ every 5 years
Fire Certifications	Certifications in Place	Not Available		
Snow Loads	Structurally engineered and stamped for snow loads without heat application	Heat is required at roof level to prevent snow load collapse		
Wind Loads	Can be designed to be insurable up to Category 5 hurricane wind speeds	There are several designs of sidewalls and roof tops available but, generally these structures cannot handle extreme wind loads		
Hail Susceptibility	Warranted against hail damage	Very susceptible to hail damage	Very susceptible to hail damage	Susceptible to hail damage
Insurability	Yes	No – Generally Greenhouses are not insurable in North America		
Light Transmittance	Removes UV and diffuses light without annual cost of whitewashing	Annual cost of whitewashing	Annual cost of whitewashing	Except for more expensive etched glass, annual cost of whitewashing

Weight	Clear span from load bearing wall to load bearing wall. ~ 4 lbs / ft <sup>2</sup> Light	Relatively Light	Relatively Light	Very Heavy Panels
Air Permeability of Building <sup>(3)</sup>	Near Zero	Poor air tightness		
Energy Efficiency <sup>(4)</sup>	Up to 20% energy savings over conventional greenhouse building structures	Better than Glass at retaining heat if treated with IR film that adds to the cost	Better than Glass at retaining heat	Poor ability to retain heat in the winter months as the glazing panels transmit heat quite efficiently

### Preliminary ROI Analysis

This ROI Analysis is for REFERENCE ONLY and is a scaled version of actual Sprung-based greenhouse data from 2010 and 2017. We did not adjust for price escalation (inflation, increased demand for organic foods, and increased supply chain costs due to the pandemic that is likely to remain high post-pandemic).

Many variables impact the actual cash flows of the Montgomery effort versus this analysis. Like we have done in other cities, the Jobenomics team has not yet visited local Montgomery grocery stores, big box stores (e.g., Target, Walmart), and other food outlets (e.g., restaurants, hotels, etc.) to determine demand. Consequently, we arbitrarily picked the following mix of products (kale, dino kale, chard, lettuce, and trout) to compare against actual data produced in a Sprung CEA facility.

We also need to conduct additional analyses such as:

- Environmental analysis specific to the growing location (sunshine, temperature variations, etc.)
- A local labor force comparison, which should increase profitability due to lower labor rates),
- Assessment of local utility rates for impact on operational costs,
- Evaluation of other variables such as renewable energy subsidies that could fund photovoltaic options (as shown),
- A local pricing (services, insurance) survey, and
- Assess actual crops proposed for production to assess best growth strategies for incorporating environmental control production equipment and materials.



Thus, operating budgets can change substantially. It is conceivable that we could modify the CEA facility to grow other high dollar value CEA products, as shown below. Herbs are the highest value produce. Hemp is the fastest growing and most profitable agricultural industry that needs quality seedlings. Jobenomics customers asked us to evaluate producing drought and pest-resistant tree seedlings for reforestation and the World Economic Forum's One Trillion Trees Initiative, an ambitious global effort to plant or conserve one trillion trees worldwide by 2030. While this may sound a little farfetched, many international funding sources would favor sourcing contracts to a minority-owned CEA center to produce and ship to global customers high-quality, genetically-engineered, climate-change tolerant forestry products.

**High \$ Value CEA Products**

**Common Crops**

- Culinary Herbs
- Lettuce
- Spinach
- Tomatoes
- Strawberries
- Peppers
- Cucumbers



**JOBENOMICS™**

**Specialty Crops**

- Medicinal Herbs
- Flowers
- Mushrooms
- Ground Covers
- Ornamental Grasses
- Bamboo
- Hemp

Our Canadian Jobenomics Montgomery teammate, Jason Holloway, provided a Canadian government publication of reference revenues for other greenhouses within the climate and geographical location for our reference case. This valuable document shows that Sprung designs far exceed competitor CEA structures and technology – primarily due to the aquaponics incorporation and Sprung/ARK energy efficiency technologies.

Our Phase 0 effort will develop a detailed CEA business plan that incorporates reliable revenue, operating cost, and cash flow models. It will also determine the ideal product mix and optimum growing systems. For example, we will tailor CEA technologies to the product mix. One cannot just mix any crop with another within the same building. They need to be at least from the same climate zone to optimize the environment (i.e., carrots and tomatoes do not go together). Once we understand the proper mix, then we can implement the correct technologies to optimize production. Likewise, the incorporation of aquaponics is not just a simple measure of adding fish tanks. Instead, with aquaponics, you would now have a closed ecosystem where fish provide the fertilizers to the plants, and the plants clean the water of the fish but require no external fertilizers.

With these caveats, the Jobenomics Montgomery team is pleased to present the following top-level revenue, expense, and EBITDA projections for the first operation year of the Calhoun CEA Center, which could be operational as soon as six months after contract award. Based on this analysis (and caveats), the Simple Payback Period is 3.39 years—a reasonably short period for investors interested in an exit strategy.

## Preliminary 34,500 Square Foot CEA Construction Cost Analysis

BUILDING INFORMATION				
Size (ft <sup>2</sup> ):	34,500			
Dimensions (ft):	100 x 345			Includes 45' of "awning area" for coverage over an open-air market. It can be removed if desired.
Calculated Growth Space Area (ft <sup>2</sup> ):	11,500			
Material:	Translucent, Non-Insulated			
Intended Use:	Leafy Green Production			
Grow Medium & Support Infrastructure:	Single Tier, Hydroponic troughs, Supplemental Lighting & Processing Area			
Delivery Schedule:	3 - 4 Weeks			
Structure Installation Schedule:	5 Weeks			Assume a 12-person installation crew for 25 days
Equipment Installation Schedule:	5 Weeks			
PRICING - EQUIPMENT AND MATERIALS	Quantity	Unit Cost	Sub Total	Notes
<b>Structure</b>				
Base Building:	1	\$1,005,000	\$1,005,000	
Delivery:	1	\$20,000	\$20,000	
<b>Mechanical</b>				
Forced Air Heater:	0	\$2,363	\$0	
Dehumidification Units:	0	?	\$0	It is not clear at this time if needed
Velcro screens 8' X 4':	90	\$488	\$43,875	
Wind turbine with electric actuator:	10	\$3,150	\$31,500	
HVAC - Circulation Fans (36"):	20	\$713	\$14,250	
HVAC - Controls/Monitoring System:	1	\$4,000	\$4,000	
Air Purification Systems:	0	\$0	\$0	Assume not needed for Greenhouse model
CO2 Injection:	0	\$0	\$0	Not considered at this time
Fire Suppression:	0	\$0	\$0	Assume not needed to meet municipal building codes

<b>Water Distribution/Plumbing</b>				Assume clean water supply to the facility is provided by others
Filtration & Aeration:	1	\$35,000	\$35,000	For aquaponic integration
Fertilization/Nutrient Equipment:	0	\$10,000	\$0	Does not include any water treatments of utility water
Pumps:	40	\$1,125	\$45,000	We can likely get this number down with larger pumps
ABS Plumbing:	21	\$450	\$9,450	
Water cooling:	5	\$4,000	\$20,000	
COGEN (Optional):	0	\$0	\$0	Not considered at this time
<b>Electrical</b>				
Electrical Distribution:	1	\$20,000	\$20,000	Does not include any electrical utility tie in and associated equipment required at the site
Lighting:	300	\$900	\$270,000	For Greenhouses, lighting is designed as supplemental lighting, assume 1 fixture / 10' of grow bench length. Assume 12 bench rows.
Climate battery:	0	\$11,250	\$0	Not included at this time as it is not clear if needed.
Automation:	1	\$750	\$750	Included Automation is for lighting control only - photocell control on greenhouses
Security:	0	\$0	\$0	We have not considered any electrical security at this time
Telecom:	1	\$375	\$375	For monitoring and alarm
<b>Production Equipment</b>				
Grow Bed Framing (2x6x10):	1540	\$9	\$13,860	Base framing - does not include movable racking systems, assume trough based hydroponic model
Grow Bed Liner (ft <sup>2</sup> ):	11900	\$8	\$89,250	
Styrofoam grow rafts:	1925	\$8	\$15,722	
Germination Chamber	14	\$113	\$1,575	
Fish Tanks:	9	\$4,000	\$36,000	

Processing Equipment:		\$0	\$0	This is dependent on the client - manual or machine-based, a separate facility, Refrigeration truck? The time between processing and shipment?
Waste Disposal:		\$0	\$0	Weekly disposal of waste is not included in the budget
Refrigeration:		\$0	\$0	On-site or separate? Is this needed (dependent on time before shipment)?
<b>Civil Works</b>				
Facility Fencing (120' x 320', 8' Chain Link, swing gate):	0	\$65,100	\$0	Not included at this time
<b>PRICING - SERVICES</b>				
<b>Project Design</b>				
Business Plan Development:	1	\$10,000	\$10,000	Optional
Project Management (including for installation efforts):	1	\$35,000	\$35,000	
Engineering:	1	\$110,000	\$100,000	Does not include site assessment/visits or travel costs associated with any site visits. *** Budgetary *** subject to local engineering rates
<b>Installation</b>				
Civil Works - Site Survey:	1	\$10,000	\$10,000	*** Budgetary *** - Subject to site conditions and local rates
Civil Works - Grading/foundation:	1	\$245,000	\$245,000	*** Budgetary *** - Subject to site conditions and local rates. Assume simple gravel pad base.
Civil Works - Utility Tie-ins	0	\$0	\$0	Not Included in Estimate - Subject to site conditions
Installation Supervision (Structure):	1	\$12,000	\$12,000	Assume travel and living and rate for 33 days on site
Structure Installation:	1	\$145,000	\$145,000	Assume a 12-man crew on site for 25 days to erect the structure - Includes a \$25,000 budget for rental of a large crane for 40 hours of use.

Mechanical Installation:	1	\$25,000	\$25,000	Assuming local supplied personnel *** Budgetary *** subject to local rates
Electrical Installation:	1	\$35,000	\$35,000	Assuming local supplied personnel *** Budgetary *** subject to local rates
Production Equipment Installation:	1	\$25,000	\$35,000	Assuming local supplied personnel *** Budgetary *** subject to local rates
Cogen installation (Optional):	1		\$0	Not included at this time
<b>Training</b>				
Grow Consulting Services:	1	\$22,500	\$22,500	Optional and subject to amount of consulting requested - Budgetary amount is for two weeks and includes travel costs.
<b>CONTINGENCY</b>				
	1	\$465,521	\$465,521	20%
<b>TOTAL BUDGET</b>			<b>\$2,815,629</b>	

## Preliminary ROI Analysis

### Revenue Example - 34,500 sq ft CEA Building:

Product	Units/lbs. per year	Number of Plants	Price per lb. (\$US)	Total (\$US)
Kale:	23,681	2,631	\$6.24	\$147,768
Dino Kale:	26670	2,667	\$6.24	\$166,418
Chard:	22094	1,473	\$6.24	\$137,863
Lettuce:	1706	1,365	\$1.76	\$2,994
Trout:	Lb.	41,256	\$7.80	\$321,792
<b>Total Revenue:</b>				<b>\$776,836</b>

## Comparison Data Source:

Alberta Government Survey (2010 & 2017) Commercial Greenhouse Revenue: \$464,203.91

**Operating Expenses Example - 34,500 sq ft Building:**

Operating Cost	Unit	Quantity	Price (\$US)	Total (\$US per Year)
<b>Labor</b>	Hours	15,444	\$11.70	<b>\$180,695</b>
<b>Utilities</b>				
Electricity				
Air Pump	kWh	15,036	\$0.11	\$1,642
Water Pump	kWh	53,239	\$0.11	\$5,814
Lights (1,000W)	kWh	469,755	\$0.11	\$51,297
Fans	kWh	15,015	\$0.11	\$1,640
Natural Gas				
Heating/Cooling	Gas	3,411	\$4.68	\$15,961
Water	Liters	270,656	\$0.11	\$30,116
<b>Sub Total Utilities:</b>				<b>\$106,470</b>
<b>Other</b>				
Seeds	Pack	429,000	\$0.01	\$3,346
Fish Feed	Bag (40 Lb.)	722	\$62.40	\$45,062
Fingerlings	Cohort	45,381	\$2.34	\$106,192
Fertilizer				\$3,346
Packaging	Box	3,718	\$11.70	\$43,501
Insurance				\$2,526
Professional Services				\$11,154
Internet, Phone, etc.				\$11,154
Banking				\$1,562
Misc.				\$5,577
<b>Subtotal Other:</b>				<b>\$233,420</b>
<b>Total Expenses:</b>				<b>\$520,584</b>
<b>EBITDA</b>				<b>\$256,252</b>

## Calhoun CEA Satellite 5,250 SF Microfarms Center Analysis & ROI

### Calhoun CEA Satellite Microfarms Summary

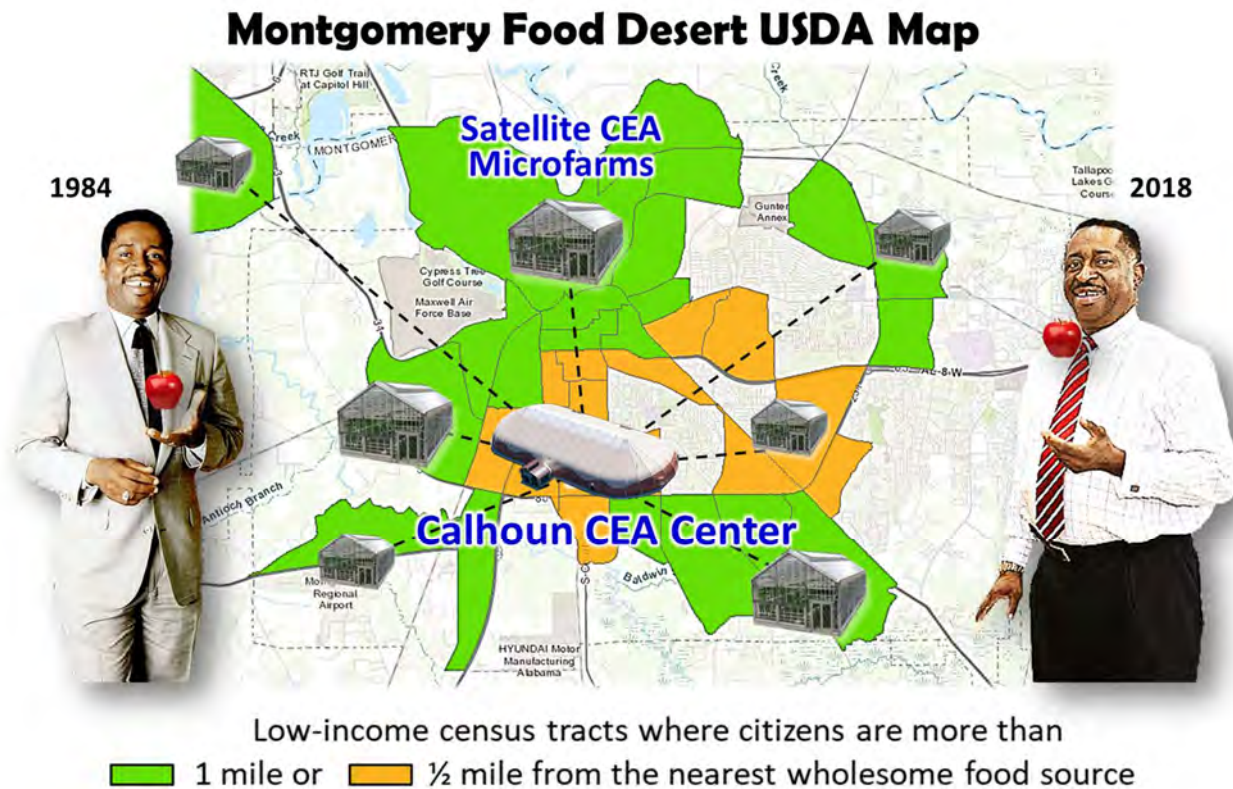
The Calhoun Satellite Microfarms will be designed and implemented by Sprung Structures, one of the world's leading controlled agriculture companies, with hundreds of operational CEA microfarms that can fit on as little as 1/10-acre in size. Upon contract award, the Calhoun CEA Satellite Microfarms, a 5,250 square foot facility equipped with traditional potted-based (soil) growth systems and hydroponic growth systems for optimized production yield, will be operational within six months at the cost of \$518,278. The expected annual revenue project is \$135,810 with an EBIDTA of \$44,799. The expected payback period is 3.4 years.

### 5,250 Square Foot CEA Satellite Microfarm



The Jobenomics Montgomery team currently plans to deploy six microfarms (total cost \$3,109,669) across the Montgomery metropolitan area. The Calhoun Center will initially own these six microfarms that African-American veterans will operate. Once the veteran operator demonstrates operational viability, the Calhoun Center will offer leasing or franchise opportunities so that the veteran can establish a minority/veteran-owned business. Additionally, these microfarms are expandable in size and fitted with aquaculture systems (fish farming) to meet local market demand. The Calhoun Center will buy any excess production as required.

## Food Deserts & CEA Microfarm Overview



According to the USDA, just over 6% of the U.S. population lives in "low-income and low access tracts and more than one mile or 10 miles from a supermarket." Additionally, the USDA notes that 9.2% of individuals living in the United States do not have a personal vehicle. If you meet these criteria, you live in a **food desert**.

According to the Centers for Disease Control and Prevention (CDC), food deserts are "areas that lack access to affordable fruits, vegetables, whole grains, low-fat milk, and other foods that make up the full range of a healthy diet." The keyword is "access," or lack of access due to income, location, time, and travel ability.

Food deserts not only feature hunger but poor nutrition or malnutrition. Individuals who lack access to healthy foods turn to unhealthy alternatives (fast-food and convenience stores) for sustenance. The CDC notes that poor nutrition puts individuals at a higher risk of becoming overweight, obese, or morbidly obese (high-risk obesity occurs at a Body Mass Index greater than 40, generally being 100 pounds overweight). Individuals with poor nutrition can be at risk of other severe health conditions, such as heart disease and cancer.

The COVID-19 Grim Reaper claims as many as five times the number of African-Americans than other demographics due to low immune systems and underlying medical conditions primarily caused by prolonged periods (years and decades) of poor nutrition.

## Preliminary 5,250 Square Foot CEA Satellite Microfarm Construction Cost Analysis

BUILDING INFORMATION				
Size (ft <sup>2</sup> ):	5,250			
Dimensions (ft):	50 x 105			
Calculated Growth Space Area (ft <sup>2</sup> ):	1,600		Produce only. External fish tank extra.	
Material:	Translucent, Non-Insulated			
Intended Use:	Leafy Green Production			
Grow Medium & Support Infrastructure:	Single Tier, Hydroponic troughs, Supplemental Lighting & Processing Area			
Delivery Schedule:	3 -4 Weeks			
Structure Installation Schedule:	2 Weeks		Assume a six-person installation crew	
Equipment Installation Schedule:	3 Weeks			
PRICING - EQUIPMENT AND MATERIALS	Quantity	Unit Cost	Sub Total	Notes
<b>Structure</b>				
Base Building:	1	\$170,000	\$170,000	
Delivery:	1	\$6,000	\$6,000	
<b>Mechanical</b>				
Forced Air heater	0	\$2,363	\$0	Assume not needed
Dehumidification Units:	0	?	\$0	It is not clear at this time if needed
Velcro screens 8' X 4'	18	\$488	\$8,775	
Wind turbine with electric actuator	2	\$3,150	\$6,300	
HVAC - Circulation Fans (36"):	7	\$713	\$4,988	
HVAC - Controls/Monitoring System:	1	\$1,000	\$1,000	
Air Purification Systems:	0	\$0	\$0	Assume not needed for Greenhouse model
CO2 Injection:	0	\$0	\$0	Not considered at this time
Fire Suppression:	0	\$0	\$0	Assume not needed for municipal building codes
<b>Water Distribution/Plumbing</b>				Assume clean water supply
Filtration & Aeration:	0	\$12,600	\$0	Not used at this time.
Fertilization/Nutrient Equipment:	1	\$2,500	\$2,500	No water treatments of utility water
Pumps:	12	\$1,125	\$13,500	
ABS Plumbing:	4	\$450	\$1,800	
Water cooling:	1	\$5,000	\$5,000	

COGEN (Optional):	0	\$0	\$0	Not considered at this time
<b>Electrical</b>				
Electrical Distribution:	1	\$4,000	\$4,000	Does not include any electrical utility tie in and associated equipment required at the site
Lighting:	54	\$900	\$50,100	For Greenhouses, lighting is designed as supplemental lighting, assume one fixture / 10' of grow bench length. Assume six bench rows.
Climate battery:	0	\$11,250	\$0	Not clear if needed.
Automation:	1	\$250	\$250	Included Automation is for lighting control only - photocell control on greenhouses
Security:	0	\$0	\$0	No electrical security at this time
Telecom:	1	\$375	\$375	For monitoring and alarm
<b>Production Equipment</b>				
Grow Bed Framing (2x6x10):	300	\$9	\$2,700	Base framing - does not include movable racking systems, assume trough based hydroponic model
Grow Bed Liner (ft <sup>2</sup> ):	2200	\$8	\$16,500	
Styrofoam grow rafts:	350	\$8	\$2,859	
Germination Chamber	2	\$113	\$225	
Fish Tanks:	0	\$2,250	\$0	Not considered at this time
Processing Equipment:	0	\$0	\$0	This is dependent on client-manual or machine-based, separate facility? Refrigeration truck? The time between processing and shipment?
Waste Disposal:	0	\$0	\$0	Weekly disposal of waste is not included in the budget
Refrigeration:	0	\$0	\$0	On-site or separate? Is this needed (dependent on time before shipment)?
<b>Civil Works</b>				
Facility Fencing (70' x 130', 8' Chain Link, swing gate):	0	\$12,800	\$0	Not included at this time
<b>PRICING - SERVICES</b>				
<b>Project Design</b>				
Business Plan Development:	1	\$3,500	\$3,500	Optional - Provided BP for a larger facility is also commissioned.
Project Management (including for installation efforts):	1	\$10,000	\$10,000	
Engineering:	1	\$35,000	\$35,000	Does not include site assessment/visits or T&L Costs associated with any site visits.
<b>Installation</b>				

Civil Works - Site Survey:	1	\$5,000	\$5,000	*** Budgetary *** - Subject to site conditions and local rates
Civil Works - Grading/foundation:	1	\$52,500	\$52,500	*** Budgetary *** - Subject to site conditions and local rates
Civil Works - Utility Tie-ins	0	\$0	\$0	Not Included in Estimate - Subject to site conditions
Installation Supervision (Structure):	1	\$5,000	\$5,000	Travel and living and rate for 11 days on-site
Structure Installation:	1	\$20,200	\$20,200	Assume a six-man crew on site for ten days to erect the structure - Includes a \$1,000 budget for rental of a small crane/forklift for 8 hours of use.
Mechanical Installation:	1	\$8,000	\$8,000	Assuming local supplied personnel *** Budgetary *** subject to local rates
Electrical Installation:	1	\$13,000	\$13,000	Assuming local supplied personnel *** Budgetary *** subject to local rates
Production Equipment Installation:	1	\$13,000	\$13,000	Assuming local supplied personnel *** Budgetary *** subject to local rates
Cogen installation (Optional):		\$0	\$0	Not included at this time
<b>Training</b>				
Grow Consulting Services:	1	\$10,000	\$10,000	Optional and subject to amount of consulting requested - Budgetary amount is for one week and includes T&L costs.
<b>CONTINGENCY</b>				
	1	\$46,207	\$46,207	10%
<b>TOTAL BUDGET EACH</b>			<b>\$518,278</b>	
<b>TOTAL BUDGET FOR SIX MICROFARMS</b>			<b>\$3,109,669</b>	

## Preliminary ROI Analysis

### Revenue Example - 5,250 sq ft CEA Satellite Facility:

Product	Units/lbs. per year	Number of Plants	Price per lb. (\$US)	Total (\$US)
Kale:	4,140	460	\$6.24	\$25,833.60
Dino Kale:	4663	466	\$6.24	\$29,094.00
Chard:	3863	258	\$6.24	\$24,102.00
Lettuce:	298.251748	42	\$1.76	\$523.43
Trout:	Lb.	7,213	\$7.80	\$56,257.50
<b>Total Revenue:</b>				<b>\$135,810.53</b>

### Comparison Data Source:

**Alberta Government Survey (2010 & 2017) Commercial Greenhouse Revenue:**

**\$81,220.52**

### Operating Expenses Example - 5,250 sq ft Building:

Operating Cost	Unit	Quantity	Price (\$US)	Total (\$US per Year)
<b>Labor</b>	Hours	2,700	\$11.70	<b>\$31,590.00</b>
<b>Utilities</b>				
Electricity				
Air Pump	kWh	2,629	\$0.11	\$287.06
Water Pump	kWh	9,308	\$0.11	\$1,016.38
Lights (1000W)	kWh	82,125	\$0.11	\$8,968.05
Fans	kWh	2,625	\$0.11	\$286.65
Natural Gas				
Heating/Cooling	GJ	596	\$4.68	\$2,790.45
Water	Liters	47,318	\$0.11	\$5,265.00
<b>Sub Total Utilities:</b>				<b>\$18,613.59</b>
<b>Other</b>				
Seeds	Pack	75,000	\$0.01	\$585.00
Fish Feed	Bag (40 Lb.)	126	\$62.40	\$7,878.00
Fingerlings	Cohort	7,934	\$2.34	\$18,564.98
Fertilizer				\$585.00
Packaging	Box	650	\$11.70	\$7,605.00
Insurance				\$441.68
Professional Services				\$1,950.00
Internet, Phone, etc.				\$1,950.00
Banking				\$273.00
Misc.				\$975.00
<b>Subtotal Other:</b>				<b>\$40,807.65</b>
<b>Total Expenses:</b>				<b>\$91,011.24</b>
<b>EBITDA</b>				<b>\$44,799.29</b>

## Calhoun Digital Academy & Office Center Analysis & ROI

### Calhoun Digital Academy & Office Center Summary

The Calhoun Digital Academy & Office Center will be designed and implemented by Sprung Structures that has designed and built thousands of community, training, offices, and conference centers worldwide. Upon contact award, the Calhoun Digital Academy & Office Center, a 19,500 square foot facility equipped with digital technology and coworking office and conference space, will be operational within eight months at the cost of \$3,335,500. Jobenomics Montgomery has multiple ways (sponsorships, grants, contracted training programs, and event/rental/conference fees) to exceed the Center's **\$515,000** per year building and operational costs.

### Calhoun Digital Academy & Office Center Overview



The digital economy (also known as the web economy, internet economy, network-centric economy, or the new economy) is (1) transforming economies, (2) revamping existing institutions, governments, businesses, and workforces, (3) instituting new ideas, beliefs, behaviors and cultures, and (4) changing human endeavor. The speed of digital transformation is both brilliantly innovative and creatively disruptive. With proper focus and leadership, the digital economy will create millions of new U.S. small businesses and tens of millions of jobs. Communities with a laissez-faire approach to the digital age's transformative power will see their economy, business base, and labor force erode.

The digital economy is growing 16-times faster than the industrial economy. Digital startups are ten times easier to create than traditional brick-and-mortar startups. They are also significantly less expensive to start since the bulk of their infrastructure is in the cloud, and support staff is available as needed online. Consequently, the fastest way to propel Montgomery's economy is by mass-producing digital economy startups.

There are at least eight unique but intertwined subcategories that define the emerging Digital Economy:

- **Electric/Mobile-Commerce:** the buying and selling of goods and services, or the transmitting of funds or data, via digital networks.
- **Sharing Economy:** sharing underutilized or idle assets via mobile devices, redefining the value of ownership, and upending industries like transportation, accommodation, and logistics.
- **On-Demand Economy:** a business model where consumer demand is satisfied by near real-time provisioning of goods and services.
- **App/Bot/Artificial Intelligence Economy:** the automation of daily mundane tasks via smart algorithms and artificial intelligence agents that reduces the need for human intervention.
- **Platform Economy:** a network platform business model where mega-corporations exploit network effects to garnish greater and greater degrees of influence and control of society.
- **Gig/Contingent Workforce Economy:** an employment landscape that provides an opportunity for self-employed and part-time workers.



This Digital Economy Career Roadmap is the Jobenomics Montgomery training and certifying students for entry-level careers in science, technology, engineering, arts, and mathematics (STEAM). Each of these occupations requires digital and network technology skills provided by our Digital Academy.

The arts (the "A" in STEAM) is the newest addition to the STEM collective and perhaps the hardest to technically grasp. From a digital economy standpoint, aspiring artists usually begin their careers in the Gig/Contingent Workforce Economy. Gig workers are usually self-employed freelancers that work on short-term "gigs." Our Digital Academy will help prepare these on-call workers by incorporating their nonemployer business with a professional website, business card, and an emailable bio tailored to a specific gig-call or contract. Our Academy will also provide certified training programs in advertising, web design, and video production for artists to create virtual portfolios of their art, crafts, music, and stage performances.



Certified training programs are the gateway into good-paying entry-level digital economy jobs without a college degree. Our Jobenomics Washington DC chapter has a six-month cybersecurity program that trains and certifies disadvantaged African-American youths for \$50,000/year non-technical entry-level information security jobs (operations, maintenance, admin, etc.). Today, Alabama has 10,641 employed cybersecurity workers with 5,847 open positions, of which approximately one-third are entry-level, non-technical administration, operational, investigative, and maintenance jobs.

Maxell-Gunter AFB is a significant employer for these types of certified cybersecurity candidates and the seven other STEAM Digital Economy Career Roadmap categories. Maxwell and Gunter are only 3.5 and 6.0 miles away from our Digital Academy and will likely our strategic partners. Over 110 Montgomery Information Technology firms support Maxell-Gunter AFB operations. These firms are a viable resource for employment and sponsorship.

### Total Cybersecurity Job Openings

USA = 521,617

Alabama = 5,847

Huntsville 3,687

Birmingham  
-Hoover 803

Montgomery  
780



The Calhoun Digital Academy & Office Center will serve as a regional entrepreneurial epicenter. According to the Kauffman Foundation for Entrepreneurship, most city and state government policies that look to big business for job creation "are doomed to failure." On average, one-year-old firms create nearly three times more jobs than ten-year-old firms. Startup businesses are the seed corn for local economies, without which West Montgomery's economy will remain fallow.

To cultivate this seed corn, the Center will include a Controlled Environment Agriculture Business Development Center, After School Academy, Entrepreneur Club (based on our Atlanta Club-E), Direct Care Center (for healthcare and social assistance), Sandwich & Coffee Shop, Kinko/Fed Ex Center, rental offices, and conference rooms--all in an ultra-modern building.

**19,500 Square Foot Digital Academy & Office Center**



**Potential Coworking Configurations & Office Space**



## Conference Center & Food Service Layout



## Preliminary Calhoun Digital Academy & Office Center Cost Analysis

BUILDING INFORMATION				
Size (ft²):	19,500			
Dimensions (ft):	100 x 195			
Material:	Opaque, Insulated			
Intended Use:	Office/mixed-use environment			
Delivery Schedule:	3 -4 Weeks			
Structure Installation Schedule:	8 Weeks		Assume a 12-person installation crew	
Equipment Installation Schedule:	8 Weeks		Depending on actual building interior and furnishings	
PRICING - EQUIPMENT AND MATERIALS	Quantity	Unit Cost	Sub Total	Notes
<b>Structure</b>				
Base Building:	1	\$810,000	\$810,000	
Delivery:	1	\$25,000	\$25,000	
<b>Interior</b>				
Budgetary Allowance for Interior Design and Furnishings:	1	\$1,950,000	\$1,950,000	*** Budgetary *** Includes foundation, MEP, Interior Buildout, etc. Does not include site works or parking.

PRICING - SERVICES				
<b>Project Design</b>				
Architectural, Engineering and Project Management Services:	1	\$250,000	\$250,000	*** Budgetary *** subject to local rates and final design parameters
CONTINGENCY				
	1	\$303,500	\$303,500	10%
<b>TOTAL BUDGET</b>			<b>\$3,338,500</b>	

### Preliminary Calhoun Digital Academy & Office Center ROI Analysis

Yearly principal and interest payments on a \$3,338,500, 30-year, 4.5% commercial loan are approximately \$185,000. Minimum staffing of three full-time people (grants and contracted services will fund additional personnel wages) at an average salary of \$60,000 adds \$180,000. Miscellaneous expenses and utilities may add another \$150,000. Thus, the Jobenomics Montgomery team needs to raise at least **\$515,000** per year to cover the Calhoun Digital Academy & Office Center's operational cost.

Potential revenue producers include the following activities:

- Sponsorships
- Federal, state, and local grant programs
- Calhoun CEA
  - AG Training & Certification Program
  - CEA Satellite Microfarm franchise school
- Digital Academy
  - Skills Based Training and Certification Programs
    - STEAM
    - E-Commerce
    - After school academy
    - E-Sports training
    - Bridging Cyber
  - Workforce training
- Direct Care Center
  - CARES Act
  - COVID & Infectious Disease Testing/Inoculation Center (Aleph Diagnostics)
- Club-E Atlanta
  - Startup business incorporation
  - Starbucks, Sandwich & Coffee Shop
  - Startup SBA loans and private sector financing
- Community-Based Business Generator
- Counseling Services
  - Homelessness
  - Veterans

- Conference Center
  - Kinko/Fed Ex Center
  - Business conferences
  - Weddings
- Office Rental
  - New businesses
  - Suburban businesses

This list will be fleshed-out and validated during the initial 6-month Planning, Land Acquisition, and Permitting Phase 0. The Digital Academy & Office Center's success depends on developing community support and funding, which can only happen when this project has more to show, like the Calhoun CEA Center that should be operational within months after project initiation. The Calhoun CEA Center should generate significant community interest in the viability of our project that, in turn, will generate sponsorship in the residential development program, the Digital Academy & Office Center, and Calhoun Mall development.

Corporations and individuals alike should be willing donors to the Calhoun Veterans Live-Work Community for many reasons, including honoring Greg Calhoun's legacy as an African-American pioneer, honoring vets, establishing minority-owned businesses, revitalization of West Montgomery, providing business and career opportunities for underserved and at-risk youth, and providing essential services to people in need.

#### Notional Corporate & Individual Sponsorship Categories

Sponsorships	Level	Minimum	Year 1	Year 2	Year 3
Corporate	Platinum	\$50,000	\$0	\$50,000	\$100,000
	Gold	\$25,000	\$25,000	\$50,000	\$100,000
	Silver	\$10,000	\$20,000	\$40,000	\$80,000
	Honorary	\$5,000	\$15,000	\$40,000	\$75,000
	Sponsor	\$1,000	\$5,000	\$15,000	\$30,000
Individual	Elite	\$10,000	\$10,000	\$50,000	\$100,000
	Honorary	\$5,000	\$15,000	\$40,000	\$75,000
	Sponsor	\$500	\$4,000	\$10,000	\$25,000

**\$94,000    \$295,000    \$585,000**

This table shows a notional donor program that, if successful, could cover the Center's operational cost in the third year. With the help of celebrities, like Steve Harvey and the Omega Psi Phi Fraternity, the U.S. African-American community is likely to rally to the cause, especially if we are willing to duplicate the Calhoun program in other communities or honor similar Black pioneers. The Jobenomics Founder, Chuck Vollmer, has relationships with leading corporations that have already pledged support for highly visible and scalable programs like this program. Major international corporations (e.g., Coca-Cola, Walmart, Nike, etc.), foundations (e.g., Bill & Melinda Gates, Ford, Bloomberg, Kellogg, Packard, Mellon, etc.) are supporting Black and veterans' programs, both of which are in vogue. Major Montgomery employers (e.g., Hyundai, Baptist Health, MOBIS, Koch Foods, Rheem, Glovis, Alabama Power) would not only be interested in being a sponsor but recipients of our Digital Academy graduates. Consequently, given a professional marketing campaign, corporate and individual donors will want to be associated with our effort.

**Club-E (Club Entrepreneur) Atlanta**



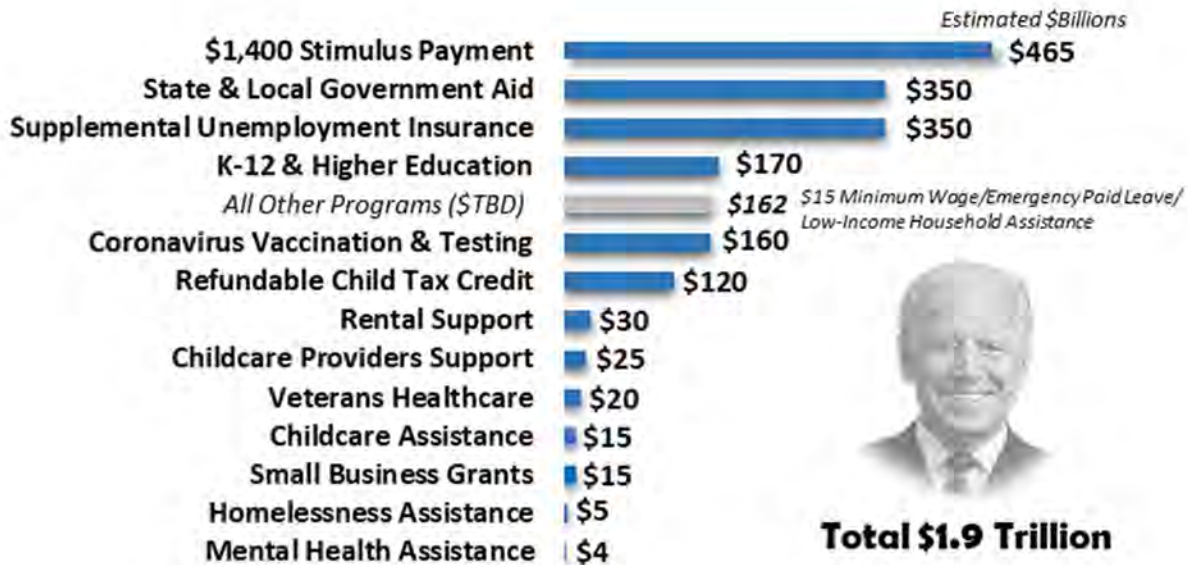
This picture shows the entrepreneur club (Club-E, <https://www.clubeatlanta.com/>) that Jobenomics helped establish in Atlanta in 2012. Club-E is a global network that connects entrepreneurs to the financial and supportive resources they need to grow their businesses. Club-E members benefit from the connections with other entrepreneurs at local chapter meetings, participation in global online networking, and educational how-to videos and lectures from local success stories. Club-E is **our working model** for the Calhoun Digital Academy & Office Center.

The following table shows Club-E usage, revenue, expenses, and net income figures for the third year of operation. While Jobenomics does not have the recent data for 2020, these are statistics that we have for 2015—the projections for the third year of operation (detailed spreadsheets are available). Plus, the Founder and Principal of Club-E Atlanta, Bob Johnson, is a Jobenomics Senior Advisor. Bob is willing to will consult and provide lessons-learned for the Calhoun Digital Academy & Office Center.

CLUB -E Usage		Expenses	
# Of Virtual Members	175	Phone	\$18,000
# of Basic Members-New	10	Utilities	\$8,400
Cumulative Basic Members	350	Reservation System	\$6,000
# of Office Rentals	4	Mortgage	\$16,164
External Events- Meeting Rms	314	2nd Mortgage	\$30,000
Percentage of Capacity-1,120	28%	Escrow Payments (RE Taxes)	\$4,800
Sponsored Events-Seminar Room	20	Marketing	\$31,965
		Copier	\$1,500
		Cleaning	\$3,000
		Insurance	\$6,000
		Office supplies	\$3,000
		Club Manager	\$42,000
		Receptionist	\$48,000
		Admin Assistant	\$64,800
		IT Person-Contract	\$42,000
		Fringe Benefits/Taxes	\$16,920
		Café Consumables	\$3,000
		Other	\$7,800
		<b>Total expenses</b>	<b>\$353,349</b>
Revenue			
Member Revenue	\$352,230		
Rental - College Park EDC	\$6,000		
Club E Café	\$19,200		
Club E Copy Center	\$9,000		
Club E - Membership Pkgs	\$352,230		
Office Tenants- Club E	\$14,400		
External events- meeting rooms	\$52,560		
External sponsored events	\$30,000		
Other Revenue-Benefits/SBA	\$117,300		
<b>Total Income</b>	<b>\$600,690</b>		
<b>Net Income</b>		<b>\$247,341</b>	

Club-E's primary source of revenue is from their membership. Additional revenue sources came from office rentals and tenants, Club-E Café, copy center, membership packages, sponsored events, and SBA grants. At only 28% capacity, Club-E generated a projected net income of \$247,341 in the third year (note: year 1 had a loss of \$41K and year 2 had a profit of \$112K). The Calhoun Digital Academy's utilization should be significantly higher than 28% due to the high-profile nature of our overall program and celebrity endorsement—Club-E did not have—as well as having Bob Johnson's expertise and lessons learned.

### President Biden's \$1.9 Trillion "American Rescue Plan"



The Jobenomics Montgomery Direct-Care Initiative is the type of program that fulfills many of the American Rescue Plan categories, including K-12 & Higher Education Coronavirus Testing, Childcare, Veterans Healthcare, Small Business Grant, Homelessness, and Mental Assistance. The Jobenomics Direct-Care Initiative involves on-demand and remote services accomplished by small and self-employed businesses via a community-based call and information center located in our Digital Academy office complex. Direct-care services include healthcare, social assistance, behavioral-care, elder-care, and child-care.

Federal, state, and local grant programs are also a large and viable source of funding. Grants.gov has a database of 1,000+ grant programs across all 26-federal grant-making agencies, including the Department of Commerce and the U.S. Small Business Administration.

The U.S. Department of Commerce's Economic Development Administration provides grants, resources, and technical assistance to communities to support economic growth and encourage entrepreneurship and innovation. The U.S. Department of Commerce, Minority Business Development Agency (MBDA) is the only federal agency solely dedicated to the growth and global competitiveness of minority business enterprises. Currently, MBDA does not have a branch office in Montgomery. However, MBDA is seeking proposals for 5-year grants to open and operate new MBDA Business Centers to provide technical and business development services to minority business enterprises. The Calhoun Digital Academy & Office Center would be an ideal location for an MBDA Business Center.

The U.S. Department of Veterans Affairs (VA) Supportive Services for Veteran Families (SSVF) grant program leverages flexible spending for rent and financial assistance, case management, outreach, and benefits, including health care, legal support, and transportation. On 14 September 2020, the VA awarded \$1.3 million in grants to 11 regional homelessness non-profit organizations (average of \$118,000 each) to bolster suicide prevention services for veterans experiencing or at risk of homelessness.

Housing First, Inc., a Mobile, Alabama area agency (the only Alabama agency recently awarded SSVF), was awarded \$2,456,101 in SSVF Funding for FY2021. Housing First also pocketed eight HUD grants in 2019 (2020 data not readily available), totaling \$3,634,665 for Continuum of Care (CoC) as listed.

#### HUD Exchange Continuum Of Care Grants (2019)

##### AL-501 **Mobile City/Baldwin County, AL**

Housing First, Inc.

Community Housing Program	\$1,015,600
Homeless Management Information System	\$173,723
Community Connections Network	\$752,973
Permanent Housing Chronic Homeless	\$460,809
Disabled Homeless Program Permanent Housing	\$566,077
Rapid Re-Housing for Families and Youth Expansion	\$369,086
Returning Neighbors Housing Program	\$185,410
CoC Planning Activities 2019	\$110,987
	<b>\$3,634,665</b>

Montgomery, the Alabama State Capital, and Montgomery County received only about a quarter (27%) of the amount of CoC money (\$993,713) awarded to similarly-sized Mobile and Baldwin County. Since the Calhoun Jobenomics Veterans Live-Work Community places a priority on homeless, returning, and disabled veterans, we should be able to compete against the likes of Housing First.

HUD's Community Development Block Grant (CDBG) Program provides grants to states and localities to provide decent housing and a suitable living environment and expand economic opportunities, principally for low- and moderate-income persons. Here is a list of CDBG grants to Montgomery in 2020.

#### Community Development Block Grant Program (2020)

##### AL-504 **Montgomery City/Montgomery County, AL**

CDBG	CV1	\$994,449
CDBG		\$1,690,472
CDBG	CV3	\$1,166,553
		<b>\$3,851,474</b>

Additionally, the CDBG Economic Development Fund (**Workforce Development**) provides **\$200,000+** grants to local organizations, like our Digital Academy, to create or retain 15 or more jobs.

HUD's Emergency Shelter Grants Program (ESG) Program provides grants to states and localities to rehabilitate and operate emergency shelters and transitional shelters, provide essential social services, and prevent homelessness. Here is a list of CDBG grants to Montgomery in 2020.

**Emergency Shelter Grants Program (2020)**

AL-504	<b>Montgomery City/Montgomery County, AL</b>		
ESG	CV1		\$504,662
ESG			\$146,352
			<hr/> <b>\$651,014</b>

President Biden's cabinet and inner-circle is the most diversity-conscious group of individuals in Executive Branch history. They are also deeply committed to progressive programs like Black Lives Matter, income inequality, and minority business development. The Calhoun Digital Academy has numerous programs that would meet the criterion in the Biden Administration's new \$1.9 trillion "American Rescue Plan."

**Jobenomics Direct-Care Program**

**Direct-Care Services**

- **Healthcare**
- **Social assistance**
- **Behavioral-care**
- **Elder-care**
- **Child-care**

**Direct-Care Center**

- **Information & Call Center**
- **Training & Certification Center**
- **Management and Quality Control**



**Former women head-of-households are ideal for direct-care jobs.**

Our Direct-Care Center will train, certify, manage, deliver, monitor, and mass-produce direct-care startup businesses linked via new telehealth networks to more experienced practitioners in outpatient and inpatient centers. In addition to mass-producing direct-care startup businesses and jobs, a Direct-Care Center would also provide education, training, certification, quality control, ICT (information and communication technologies), and EMT (emergency medical technician) related services for the community. Direct-care occupations are increasing by many millions of new jobs—financed by government programs like the American Rescue Plan, Medicare, and Medicaid. As exacerbated by the pandemic, traditional institutions (like hospitals and community care facilities) cannot satisfy the urban poor's ever-growing medical, healthcare, and societal needs. Advances in digital and network technologies (like telehealth and telemedicine) have enabled healthcare and social assistance to be provided remotely by online service providers.

The Calhoun CEA Center will need to administer a CEA Training & Certification Program, CEA Satellite Microfarm Franchise program, and a business development office. The Calhoun CEA Center will also have to train its indirect workforce, including logistics, administrative, and maintenance support subcontractors. All of these functions will be conducted in the Digital Academy office space.

### **Calhoun Digital Academy & Office Center Exit Plan**

If the Calhoun Digital Academy & Office Center does not meet financial expectations after the first operational year, the Jobenomics Montgomery team will find alternate uses for this 19,500 square foot facility.

Potential alternative uses include a community or sports center, sale to another business entity (e.g., healthcare, retail, or entertainment) compatible with our program, or relocate it to another Jobenomics location (as mentioned, this facility is transportable).

#### **Example Of A Potential Alternative Use**



This Xperience Sports Training Complex is an effort that Jobenomics is developing outside of Scranton, Pennsylvania.



## Jobenomics Montgomery Contact Information

**Jolan Stoltz,**

Jobenomics Montgomery Pilot Project Director

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**Jolan Stoltz:** Jolan Stoltz is the Owner & President of Affordable House, LLC. The social enterprise engine building and constructing a proprietary panel system developed to build an eco-safe (using recycled & natural based products), ADA compliant, reinforced quality and weather/catastrophe resistant including Class A Fire-Resistant housing for the non-profit Veterans & Homeless Housing Project. Jolan is the Founder and CEO of VHHP, Inc., a 501c3 that she started in 2017. This conceptual program is to develop a 4-phase process to lift and build the lives of house poor and others that require rebuilding or redefining their lives. Jolan's construction, design, engineering & practical housing knowledge reaches back over 30 years. Since 1982, Jolan has thrived on working within administration, management, and ownership of many industries, which prepared her for the positions she now holds in Affordable House and VHHP. From working with Civil Engineers with Carter and Burgess (FL) to the development of programs and systems training with both Lockheed Martin (FL) and Hughes Ground Systems (CA), as well as manufacturing processes in both CA and GA to help her understand bulk processing, assembly-line construction, and repetitious productivity with efficiency. This wealth of knowledge has allowed her the opportunity to work and partner with a leading giant in the steel construction industry, lowering costs of production, maintaining pricing for truly Affordable Housing in today's volatile economy and market. Jolan was recently recognized and inducted into the International Society of Female Professionals (ISFP) and is awaiting announcement to the professional forum slated for March 2021.

**Charles D. (Chuck) Vollmer,**

Jobenomics Founder & President,

cvollmer@jobenomics.com, 703-319-2090

**Charles D. ("Chuck") Vollmer** is the Founder and President of the Jobenomics National Grassroots movement. Chuck is an economic, community, business, and workforce development expert recognized by government officials, community leaders, and national media (CNN, Fox, CBN, etc.). A former Fortune 50 corporate executive and highly decorated combat fighter pilot, corporate executive, and serial business developer who started hundreds of businesses, he now specializes in mass-producing startup businesses and jobs in underserved communities. Today, the Movement has chapters across the United States and chapters in Canada, United Arab Emirates (Jobenomics Arabia), Ghana (Jobenomics West Africa/ECOWAS), Columbia, and Mexico.

## About Jobenomics

Jobenomics deals with the process of creating and mass-producing small businesses and sustainable careers. Jobenomics' principal focus is on citizens in underserved and under-resourced communities, emphasizing minorities, women, youth, veterans, and other hopefuls who want to develop a skill, career, and start a business. The Jobenomics National Grassroots Movement has reached an estimated 30 million people via media, website, blog, and lectures. In 2018, Jobenomics America TV began airing multiple public access channels across the United States. In 2019, Jobenomics' website was averaging 33,000-page views per month. The majority of the viewers spent a half hour or more online, not counting time spent reviewing hundreds of thousands of downloads of Jobenomics ten e-books and special reports. Today, Jobenomics has garnished wide-spread recognition of its economic, urban renewal, small business, and workforce development efforts. For more information, see [Jobenomics.com](http://Jobenomics.com).

## Jobenomics Chapters

