



**HEALTHCARE**



**FOOD**



**INDUSTRIAL**



# JEBTAL MANUFACTURING

American Automation | Quality Assurance

**DISTRIBUTION AND MANUFACTURING  
BUSINESS PLANS AND FINANCIALS**



# Business Plans Cover Letter

We would like to take the time to Thank you for your interest in our opportunity.

We have combined two separate business plans into one. Our first business plan provides information for Jebtal Distribution center, and the second business plan is the new construction of our state of the art manufacturing facility.



**JEBTAL MANUFACTURING**

American Automation | Quality Assurance



# Global Distribution Supply Chain



LOTUS  
FLOWER

+



YOGA  
POSE

+



PEACE  
SIGN

+



POSITIVE  
SYMBOL

=



SYMBOL

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## 1.0 Executive Summary

JEBTAL Imports, LLC (JEBTAL) is a Michigan-based certified minority supplier, specializing in domestic and international trade of goods. JEBTAL works directly with manufacturers globally, obtaining products to sell as private labels, or to market to end users. We have an extensive distribution network around the world. JEBTAL also has a legal entity in India: JEBTAL Imports India Private LTD (JEBTAL India). JEBTAL owns 51% of JEBTAL India shares. This gives JEBTAL a significant advantage in the global supply chain industry. Our driving force is to be a leading supply chain, distribution, and global logistics entity, using futuristic technology.

Currently, JEBTAL is a master distribution license holder for Jebtal Manufacturing. Jebtal Manufacturing is created to produce nitrile gloves in the United States. Personal Protective Equipment is our driving force in building a substantial business model. We currently have secured nitrile glove production lines in Thailand to produce our private label brands of gloves (Exam Gloves, Food Grade, and Industrial). We are marketing to government, healthcare, transportation, construction, and retail industries along with other PPE items to strengthen their safety programs. Safety is a top priority within these industries.

Jebtal Manufacturing goal is to have its domestic production with 3 production lines by mid-2024. In the first year with 3 lines running, Jebtal Imports will manage the distribution side and will have 2 million boxes of gloves to market directly. Jebtal Imports will also manage the production contracts for another 6 million boxes. As more lines are commissioned, similar capacity would be added per year. Our sales will grow over to \$50 million by 2026. Our business model is simple; we supply quality products at a competitive, affordable rate.

For JEBTAL to be a leading contender in the world of technology and supply chain, JEBTAL must scale its infrastructure with these five (5) components: branding, marketing, domestic inventory, technology, and a highly experienced sales team. We are currently vendors for government agencies such as the defense logistics agency, and sam.gov (cage #8V6Z7); State government vendors for New Jersey, Michigan, Georgia, Ohio; County vendors for Oakland, Wayne, Dekalb, Charlotte, and Orange County; Hospital group vendors for Henry Ford Health Systems and Beaumont Health; Retail vendors for Publix, Super Market, and Wawa convenience stores.

Currently, we sell goods on JEBTALmart.com. We are building an ultramodern e-Commerce and mobile B2B and B2C platform called JEBTAL.com to sell our branded products worldwide. Our customers will be able to place their orders online using digital software for purchase orders or direct purchases online for orders under \$15,000.

We have been in intensive discussions to sell our goods directly to U.S. Strategic National Stockpile (SNS), U.S. Human Health Services, Defense Logistics Agency, and other government agencies. The above agencies have sources-sought needs for over 10 million boxes of gloves. We have also started discussions with large corporations such as Costco and Supply Management Services (Popeyes Louisiana Kitchen Inc.). We are marketing to distributors who currently are prime contractors for government and retail such as Cardinal Health, Medline, McKesson, and Owens and Minor to resell our brand of nitrile gloves. All above parties are interested in current distribution and securing production lines once we complete domestic production in 2024.

2020 escalated the demand for domestic supply. It allowed companies having the network, ability and access to import and warehouse goods to have sufficient supply and to be economic

powerhouses for those in need. Currently, we import and distribute goods such as medical supplies, biodegradable products, scrub apparel, and beauty products. Our forward focus is to move into a larger facility to warehouse more stock, giving our current and potential customers the security of knowing that we can deliver. We plan to invest in inventory to have stock to deliver efficiently to our customers.

As a member of the Michigan Minority Supplier Development Council (MBE certified), we have access to minority organizations throughout the USA to distribute our products. We have begun to establish relationships with corporations and government procurement officers across the country. We are recruiting high-level executive salespeople to establish and manage our sales. JEBTAL has also selected authorized distributors to market and sell our products with competitive compensation packages.

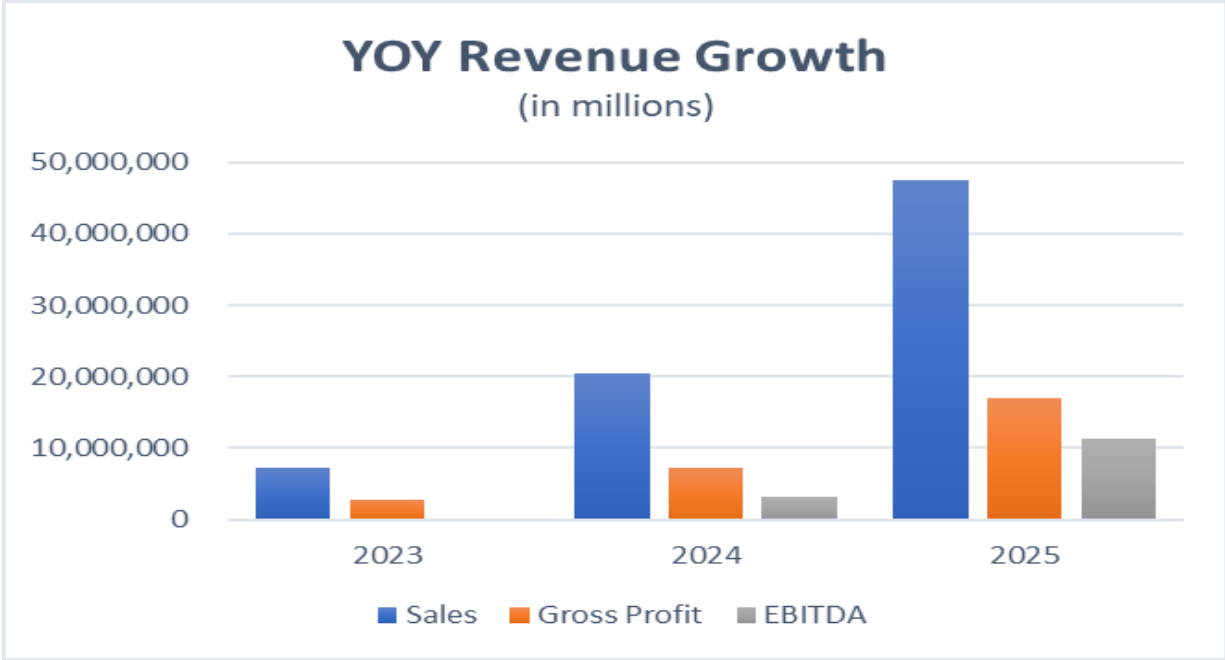
From research to development, our team has learned that the East has an advantage over the West when it comes to manufacturing and supply chain. India has 1.4 billion citizens while China has 1.6 billion. Manufacturing and technology have been both countries' sources of abundant wealth for decades. Over the past 10 years, the founder of JEBTAL, James Buford Jr., has continued to develop trusting relationships with key partners in those markets. JEBTAL has benefited from becoming a student; learning the Asian style of manufacturing and distribution, and their proficiency in the business. The owners have already secured schematics for a Nitrile Examination Glove production line to build in the United States.

China, who is the leader of manufacturing, exporting, and importing around the world is dealing with major production issues due to current global crises. Meanwhile, India is ramping up their infrastructure to be the leading technology and manufacturing country of the future, and that future looks promising. Through our partnerships in India, and other Asian countries, we have gained access to Asian manufacturing companies representing multiple lines of business. These partnerships have helped us to achieve creditable introductions in the Asian manufacturing industry. This not only allows us to play a significant role in sourcing but has also allowed us to gain proper knowledge and understanding on how to bring manufacturing back to the United States.

JEBTAL plans to grow company sales to over \$50 million in its fourth year, which will drive the **company's valuation to over \$200 million.**

JEBTAL Imports, LLC seeks to raise \$2.5 million by way of private equity, notes, or lending sources. Our fundraising will be done in milestones.

1.1 YOY Revenue Growth Chart



1.2 Objectives

- 1. Execute brand awareness by strengthening marketing and PR strategies
- 2. Expanding our sales team
- 3. Grow our domestic inventory supply
- 4. Capture key contracts with large medical groups and corporations
- 5. Participate and win contracts with military, state, and local Governments
- 6. Obtain contracts with the retail and hospitality industry
- 7. Sell over 1 million branded units in 2022

1.2 Mission

*To be a leading supply chain, distribution and logistics international company in the world using futuristic technology.*

1.3 Keys to Success

There are five accepted keys to success in import, export, and distribution:

- a. Technology and automation advantage
- b. Secured domestic inventory
- c. Dominating sales strategies online and direct
- d. Streamline delivery system
- e. Always stay five steps ahead

There is a huge market in the United States and around the world to create a unique digital supply chain system. The future will consist of trading goods on a global scale. Those who create unique processes and technologies will succeed.



## 2.0 Company Summary

JEBTAL is a domestic and international import and export distribution company with a subsidiary in Pune, India. We are part of a massive supply chain network in eastern countries such as India, Thailand, and Canada. Our network consists of manufacturers who produce goods such as medical supplies, biodegradable products, raw human hair, electronics, garments, and furniture.

JEBTAL is also a major shareholder and master distributor for JEBTAL Manufacturing, currently preparing to build a Nitrile Glove plant in the United States. JEBTAL Manufacturing will also play a role in manufacturing other products domestically in the future while JEBTAL Imports, LLC controls distribution.

## 2.1 Company Ownership

*JEBTAL Imports, LLC* is a Michigan Limited Liability based company that is majority-owned by its founder, along with a group of businesspeople in the United States and India. Below is the percentage breakdown of ownership, by date joined:

Member Name	Shares	Percentage Interest	Initial Capital Contribution (Value)
James Buford	840	84%	\$200,000
Shashank Jauhri	75	7.5%	\$100,000
Lascelles Pinnock	25	2.5%	\$125,000
Scott Ervin	5	0.5%	\$25,000
Greg Scott	5	0.5%	\$25,000
Anthony Snoddy	50	5.0%	\$300,000
	1,000	100%	\$775,000

## Fundraising Strategy

Our fundraising strategy is simple: Plan, Inventory, Brand, Execute and Dominate.

We are seeking an initial investment of \$250,000 of the total raise to invest in our brand awareness. This stage is important to the foundation of this company. It will consist of the following:

1. Purchase 1 container of private label nitrile gloves. (25,000 gloves boxes per container)
2. Load nitrile glove products on multiple government platforms to sell directly to agencies
3. Finalize established relationships with large distribution and government contractors to resell products.
4. Load products on current E-Commerce website and Amazon marketplace to resell retail for larger profit margins.

Our current container cost is \$150,000. Our profit margins will be minimum 30%. To secure contracts, we have been working with established government contracting consultants and marketing to procurement departments within government agencies and corporate procurement departments. Once our first container arrives, we will secure production contracts with buyers. We air freight our products currently to sell retail as samples to set up relationships for large purchase orders.

## 2.2 Company History

JEBTAL started in 2020 as an LLC, to take part in helping our country secure goods for the COVID-19 pandemic. We were quickly able to capture purchase orders (POs) from local governments within the state of New Jersey, and from medical organizations in Detroit, Michigan. As a new start-up company, JEBTAL was able to file income tax returns in 2020 showing gross sales of \$225,000.

In 2021, we organized JEBTAL's infrastructure to position the company for future growth by obtaining certifications with the following organizations:

1. Michigan Minority Supplier Development Council
2. Sam.Gov - We received approval along with cage code 8V6Z7
3. Defense Logistics Agency - Fedmall supplier

We also registered as vendors for the following government entities:

1. 171 VA Medical Centers
2. State of Michigan vendor
3. State of New Jersey vendor
4. State of Georgia vendor
5. State of Ohio vendor
6. Oakland County (Michigan) vendor
7. Genesee County (Michigan) vendor
8. Dekalb County (Georgia) vendor
9. Charlotte County (Florida) vendor
10. Orange County (Florida) vendor
11. Henry Ford Hospital Systems (Michigan) vendor

JEBTAL has a procurement team, which focuses on securing additional vendor opportunities.

## 3.0 Products and Services

JEBTAL is committed to marketing our own brand with our own high quality assurance stamp of approval. Our goods will be manufactured and sourced in India, Thailand, and Canada. Our branded products are listed below:

Nitrile Examination, Food-Grade, and Industrial Gloves Production and Inventory  
JEBTAL has taken the initiative to participate in bringing manufacturing back to the United States by collaborating with one of its partner companies, JEBTAL Manufacturing. JEBTAL Manufacturing will specialize in manufacturing Nitrile gloves. The company plans to build a plant in northern Michigan, with nine (9) production lines producing approx. 24 million boxes of gloves per year.

JEBTAL will hold the master distribution licenses for JEBTAL Manufacturing. Because it will take JEBTAL Manufacturing two (2) years for domestic production, we have secured production lines in Thailand, to immediately begin sales of its private label branded box, "JEBTAL Nitrile Examination Gloves, Food Grade Gloves, and Industrial Gloves".

Our high-end manufacturing partner in Thailand, will produce up to 2.5 million nitrile glove boxes monthly. Customers will be able to buy at an affordable price.

### 3-Ply Surgical Level 3 Masks Production and Inventory

We have our own private label box from secured production lines in India. Below is a detailed breakdown of our inventory, production, and ability around the globe.

Our secured production lines in India have a capacity of 300,000 boxes of masks per month. We manufacture 3-ply Level 3 surgical masks. We plan to market this product for our buyers to buy retail and wholesale

*India monthly production capacity - 300,000 - 50 count boxes (15 million masks)*

### Biodegradable Products Production and Inventory

The Biodegradable industry is fast becoming a mandated product provider. New Jersey and Maryland are a few of many states to mandate goods be biodegradable to help with climate control. JEBTAL has partnered with a biodegradable factory in India to source the following:

- a. Straws
- b. Curve Straws
- c. T Shirt bags
- d. Can liner bags

Currently, we can source up to 3.5 million straws per container and up to 2 million t-shirt bags per container. JEBTAL will source these goods from India with an initial focus to sell to the franchise retail food and grocery chains.

### Specialty fashion Scrubs

Fitted scrubs are becoming more popular and in demand. JEBTAL Imports will manage the marketing function and promote the scrubs through both online and offline channels (media advertising, digital marketing such as social media, SEO), via an independent website.

Production: Scrubs will be manufactured in India. A month-to-month production plan will be formulated to ensure stock availability. A formal contract will be entered into, initially restricting color choices to those under regular production (black, grey, beige, navy blue). Current capacity is 1000 sets per month.

### Supply Chain

Our supply chain and logistic strategies will allow us to import goods into the US in 25 to 36 days. The average lead time is 15 days for regular production orders. We will import from two countries: India, and Thailand. Both countries are in areas unaffected by current conflicts. JEBTAL will be the FDA importer on record.

Once our domestic manufacturing is started in USA, we will be able to cater to daily/ weekly shipments.

## 4.0 Market Analysis Summary

Covid-19 has changed the narrative for the way of life. With health protection being a major topic in the world, securing goods for corporations worldwide has become the center of attention.

Worldwide, JEBTAL has identified over 193 governments, an estimated 49,000 hospitals, and 400 million corporations. Our focus will be to secure goods for our customers by sourcing with

accredited companies, and partnering with domestic manufacturing companies to secure distribution here in the United States. JEBTAL will service federal, state, and local governments, medical institutions, manufacturing plants, and other large group entities, establishing itself as a trusted on-time delivery supplier of quality assured products. We will distinguish ourselves from our competitors, by integrating technologies to automate and scale our daily business practices from supply chain management (SCM) to streamlined logistics.

#### 4.1 Market Segmentation

Our market segmentation is straightforward, focusing on government, private, and public businesses in the US. The information contained in our customer analysis table is taken directly from the 2000 US Census and government directories. Due to mandates and supply chain demands, PPE goods have become more of a commodity. In addition, climate control has also become a major issue. State governments such as California, New Jersey and Maryland are becoming more eco-friendly by placing mandates on retail chains such as restaurants and grocery franchises. Retail corporations are looking for biodegradable products such as straws and T-Shirt Bags.

Small businesses will potentially be our largest bulk buyers. If you can deliver, they will buy. The local and federal government market segment is unique in that we act primarily as a "middleman" for our manufacturers, due to GSA price schedules and other national government-only programs. This segment is fiercely competitive, price-focused, and its buying decisions are often influenced by "who you know," as well as price. We are fortunate that we are doing business at a perfect time to establish long term relationships within the County and State government agencies, due to current supply chain issues. We will increase our share of this market segment by offering the same value-added service and support benefits that we bring to our commercial clients. We have already performed on a state and federal level to show that if we are given the opportunity we can perform.

The largest segmentation on our analysis chart is e-commerce buyers who have become accustomed to purchasing goods online, including those we offer. In 2020, over two billion people purchased goods or services online, and during the same year, e-retail sales surpassed \$4.2 trillion U.S. dollars worldwide (statista.com data). [Click here](#) to read more. During the pandemic years, global retail e-commerce sales grew more than 25 percent, with Argentina reporting the highest growth percentage. From small to large businesses, purchasing online on trusted secure platforms has become more popular than ever. Nearly 50% of companies (48.3%) purchase products online at least once per week, including 16% that do so multiple times each week. These and other data points are analyzed in-depth in the newly published 91-page 2018 B2B E-Commerce Buyer Expectations Report.

The [digitalcommerce360.com](https://www.digitalcommerce360.com) quoted "We're seeing a shift away from more traditional procurement methods such as phone, fax and paper catalogs by corporate buyers that prefer the ease and convenience of e-commerce." [Click here](#) to read more.

<i>Market Analysis</i>		2022	2023	2024	2025	2026	
Potential Customers	Growth						CAGR
State and Local Governments	0%	89,004	89,004	89,004	89,004	89,004	0.00%
Federal Agencies	0%	15	15	15	15	15	0.00%
Hospitals	1%	6,090	6,151	6,213	6,275	6,338	1.00%

Manufacturing Businesses	1%	638,583	647,523	656,588	665,780	675,101	1.40%
Retail Grocery	1%	63,419	64,117	64,822	65,535	66,256	1.10%
Retail Food Franchises	2%	190,649	193,699	196,798	199,947	203,146	1.60%
US Universities	0%	4,000	4,002	4,004	4,006	4,008	0.05%
US School Districts	0%	13,800	13,800	13,800	13,800	13,800	0.00%
E-Commerce	4%	256,000,000	266,240,000	276,889,600	287,965,184	299,483,791	4.00%
US Large Corporations	1%	16,055	16,216	16,378	16,542	16,707	1.00%
							0.00%
Total	3.99%	257,021,615	267,274,527	277,937,222	289,026,088	300,558,166	3.99%

#### 4.2 Target Market Segment Strategy

In 2022, JEBTAL will begin to expand its management team by hiring sales and marketing experts to help strengthen brand awareness and begin the process of securing contracts with customers physically and online.

Currently, we are fulfilling weekly 3-ply Level 3 mask orders for the Veterans Administration in the category "Federal Government Agencies". The Veterans Health Administration (VHA) is the largest integrated health care system in the United States, providing care at 1,293 health care facilities, including 171 VA Medical Centers and 1,112 outpatient sites of care with varying complexity (VHA outpatient clinics) to over 9 million Veterans enrolled in the VA health care program. [Click here](#) to learn more. We plan to become one of the main branded sources for 3-ply masks and nitrile examination gloves.

We just recently became a vendor for Henry Ford Health Systems in Michigan. Hospital groups and network systems will be the main business focus for the next 60 days. We will also target category "Manufacturing Businesses", beginning with local large manufacturers such as General Motors, Ford, and FIAT. There are also numerous tier-leveled manufacturing companies in Michigan.

The world is experiencing multiple crises, from virus mutations to wars, and there will be an immediate need for supply. JEBTAL will play a significant role in importing supplies. We will take advantage of new opportunities due to the supply chain crisis.

Industrial and corporate American workers are increasingly returning to in-person work. Corporations will continually need supplies for their employees' health and safety. As the pandemic wanes, due to inflation and budget increases, employees may have to begin purchasing their own supplies online.

#### 4.3 Service Business Analysis

Supply chain distribution is used to balance supply and demand.

In a rigorously implemented formal distribution plan, cycle times are reduced for product deliveries. There are four main distribution channels that a company can choose when looking for ways to best market their products. Options include direct sales, wholesale, brokerage, and dual distribution. For best practices, carefully choose your supply chain distribution partners. There are also tools to help manage your distribution channels like supply chain management software programs.

What is a supply chain distribution?

Supply chain distribution is how businesses deliver their products to customers. Distribution plans largely depend on financials and the goals of the business. An organization may choose to sell products directly to their clients while others use third party distributors. To be successful, your supply chain distribution should be formalized through an organized plan.

Getting our products to our customers.

We have identified three distinct opportunities within this market as having a proven need and an expressed desire to improve the visibility of distribution in America and around the world.

- **Sourcing** – We plan to source from other countries using alternate logistics routes to bring supply to America. India and Thailand sit off of the Indian Ocean, which gives quick access to the Atlantic Ocean. We plan to import to less congested ports such as Savannah, Houston, and Miami. Port of Detroit is another great opportunity for importing, once we work with the State of Michigan to open for container distribution.

China has become a greater consideration in today's supply chain world. US goods imported from China totaled \$539.5 billion in 2018, up 6.7% (\$34.0 billion) from 2017, and up 59.7% from 2008. U.S. imports from China are up 427% from 2001 (pre-WTO accession). US imports from China accounted for 21.2% of overall US imports in 2018 ([mgtrading.com](http://mgtrading.com)). 2020 has shown that these numbers (researched in 2018) can cripple a country's supply chain if not properly managed. Sourcing from other countries that have United States' interest, and partnering with local US manufacturing entities will reduce the risks of completing distribution transactions.

- **Automated Distribution** - Since the Amazon business model has emerged, the speed of delivery has expanded to measures never seen before. Amazon has changed the face of retail through its use of bold supply chain strategies and the deployment of innovative technologies. Their online retail history is one of rapid growth and relentless innovations. It is reshaping the supply chain and leaving competitors scrambling to catch up. The creation of automation to execute fulfillment fast and efficiently is the new wave to the future. Human labor is becoming more complex and the need to keep up with demand is increasing. Because customers want fast delivery, the key to the future is to join the club of automation using efficient robots and processes to manage distribution inside of state-of-the-art real estate.
- **Supply chain and technology** - Software and supply chain are two factors in B2B and B2C business. They have collaboratively created a new environment that is sufficient for transmittal transactions between factories, logistic companies, and distribution. The more technology integrated inside of a full supply chain environment, the more efficient that environment will be.

#### 4.3.1 Competition and Buying Patterns

In the early days of the pandemic, the demand for quality-assured personal protective equipment (PPE) skyrocketed. This led to severe supply restraints as competition grew between **countries. While mainland China has long been one of the world's leading manufacturers of** healthcare products, demand for medical equipment amid the global pandemic has increased. This increased competition and commercial pressure has transformed the market, and even experienced organizations may struggle with supply lines due to significant changes to the business and regulatory environment.

As a start-up, JEBTAL played a role by helping New Jersey government local agencies such as Union County with supply of over 100,000 boxes of masks. These government agencies usually source supplies from their suppliers such as McKesson and Henry Schein. The shocking disturbance in the supply chain world opened doors of opportunity for us to compete with large distribution companies such as the ones named above, due to a lack of sourcing. Also, since we are a minority company there is a clause in their agreement to give a percentage of business to minority companies.

## 5.0 Web Plan Summary

JEBTAL is partnering with JEBTAL Tech, LLC to integrate state-of-the art technology within its business model. JEBTAL Mart is a B2B/B2C system that uses technology created by JEBTAL Tech, LLC to give its customers a streamlined experience. Our system will compete with other systems such as Amazon, Alibaba, Microsoft, and Google. We will advance the supply chain process to make it more efficient for our customers to buy our products.

### 5.1 Website Marketing Strategy

To be competitive, you must establish a sound website presence to the world. Our marketing strategy will be centered around the internet. We already have our own search engine optimization team, which specializes in search engine placements, google ads, and google campaigns.

“Content is King”. If you want to conquer the internet, you must be creative to capture your audience. JETBTAL will create unique content that will give our customers a *feel good, positive*, experience so that our branded products trigger positive memories.

Our market analysis data, shows that the internet is massive, with over 200 million users! We project that if we capture just 10% of 1% of the 200 million, as a conversion, we will have over 200,000 annual transactions by 2025. Our business plan numbers are conservative, based on past and present performance, we have the ability to find the best talent to drive the traffic to the website. From technology to entertainment relations, JEBTAL will manage hundreds of thousands of unique users coming to the website to create explosive cash flows and profit margins.

### 5.2 Development Requirements

To make our system successful we must hire the best talent. JEBTAL partner JEBTAL Tech, LLC has its own developers in India and the United States. Our developer talent is amongst the best, having substantial experience working with large corporations. Our teams will create software applications for desktop computers, mobile devices, drone devices, production lines, and fulfilment processes.

## 6.0 Strategy and Implementation Summary

Our strategy is to have a “smart” launch, using readily accessible resources. These resources will allow us to launch within a planned budget to jumpstart our cash flow. The way we launch is the way we continue.

We will start by placing our budgetary focus on branding awareness for our investors. We have several types of investors: equity, purchase orders, and financing. All are sales driven. After raising funds to create brand awareness, we will then market to receive purchase orders. Once we receive consistent purchase orders, including long-term contract, we will pursue further financing.

We will compete with the “last mile delivery system” that has handicapped supply chain globally by creating a new on-the-ground supply goods system allowing our customers to digitally manage their current and reserved goods in our warehouse.

## 6.1 SWOT Analysis

### 6.1.1 Strengths

- Rising awareness regarding hygiene and capitalization of the supply chain crisis.
- Growing prevalence of diseases such as COVID-19, FLU, HIV and other diseases has created an increased awareness regarding hygiene. This is boosting the demand for supplies and goods in the United States. Health has become a prime market for many outlets, including goods such as nitrile medical gloves, masks, and rapid-tests, along with common goods such as straws and grocery store T-Shirt bags.
- Companies who have quality stock, domestically, are the winners in today's distribution world. Companies who are master distribution holders for manufacturing companies in America are the champions for the future.
- Growing consciousness about health and inventory security is also driving the growth of both markets. Moreover, favorable government policies for the growth of the health care sector are also contributing to the dynamic growth. An increase in the number of contagious diseases across the globe is driving the growth of both markets. Supplies are needed on a constant basis, along with strategies to import them into the country without supply chain issues. More manufacturing processes are also needed in the US. Producing goods with the same quality, without high inflation, like Asian markets is becoming extremely high in demand.

Companies who have futuristic automation manufacturing processes to execute and transport goods during the rise of diseases will become an economic force for the future.

#### Key Strength Factors

- Premium branded products at affordable cost
- Secured International manufacturing and distribution
- Domestic Manufacturing and distribution
- Domestic employment
- Created quarantine solutions for work environments during pandemic

### 6.1.2 Weaknesses

As a newly established start-up company with limited history, it becomes challenging to grow the company without the proper resources. Since we have been in business since 2020, here are several weaknesses that we are experiencing.

- Limited on the ground inventory
- Cash flow continues to be unpredictable, and a periodic problem due to limited inventory
- Access to additional operating capital for inventory and warehousing
- **Need sales team with 5 years' experience** in the supply chain industry
- Proper budget for digital marketing campaigns on internet



With Amazon being a major contributor to the world of supply chain, logistics, technology, and fulfillment, this puts JEBTAL Imports, LLC in the driver seat to become a competitor that will receive a portion of its profits.

### 6.1.3 Opportunities

We are a minority certified supplier in a growing market. Hospitals, governments, and corporations have mandates to do business with minority companies. There are less than 1% who occupies this space as a supplier. JEBTAL will take the initiative to become a minority leading supplier in the USA. We have developed strategic alliances, which will offer resources to help extend our reach by marketing our company to organizations with the influence and power to lead us in the right direction.

Our integrated technologies will also give us an advantage in creating brand awareness over the internet. These technologies include state-of-the-art supply chain processes and big data algorithms to help increase sales and collect data.

### 6.1.4 Threats

Our threat is simple. If we fail to speed up our infrastructure, it will be hard to compete with Big Tech. Big Tech is using Big Data to corner the market, by using technology to advance business models and processes.

## 6.2 Competitive Edge

The advantages *JEBTAL* has over the competition are numerous:

- MBE certified (Michigan Minority Supplier Development Council)
- JEBTAL Imports India, a private limited company. A Subsidiary of JEBTAL Imports, LLC USA
  - Secured international transactions
  - International banking
  - Asian market presence
- Government Certifications
- Direct access to all manufactures on an ownership or C level executive communication
- Technology and Automation

## 6.3 Marketing Strategy

The first strategic move for JEBTAL must be to improve its brand awareness. This includes updating graphic designs for company logo, packaging, and websites appearance. We have set aside a budget, and plan to complete this phase in the first few months.

Once our appearance is updated, we will begin to use our marketing strategies for the internet and work with public relations firms to market the launch of our company. This will jumpstart our company because we will use our Minority presence as a strategy to get the attention of government agencies, hospital groups, and corporate America.

There are more than 6,146 hospitals in the US with a little over one million medical doctors in 50 states. There are over 1,000 government agencies, and over one (1) million retailers in the US, consisting of foods and goods.

Our marketing will be centered around access to domestic inventory with quality assurance along with bringing manufacturing back to the United States.

To capture an audience, you need to create a unique story. Since JEBTAL is the master distributor for all JEBTAL-branded products, we will create creative content to give people a warm feeling to show that we are sincere about our products. As a diverse company, we are joining the world to make our planet a safe and clean place. We are also bringing back manufacturing to the United States and using automated clean robotic technology to create fast and efficient products.

#### 6.4 Sales Strategy

Since we are a certified minority supplier, we can obtain contracts from large medical group organizations, corporations, and government agencies. How? Minority-owned business programs. These programs are designed to give a percentage of business each year to minority companies. The government has a mandate to give 25% of its business to minority-owned companies, while General Motors gave close to 17%.

Our focus is to target medical organizations who currently have multiple programs for minority suppliers. We will focus on key branded products such as our family of Nitrile Gloves and 3- ply Level 3 masks to market online and to organizations across the USA. We will capitalize on their dependency on the quality, competitive pricing, and comfort for our products.

We will also invest largely in campaigns on the internet to market our new branded products. We will use social media outlets to advertise our content, such as commercials and documentaries of our company, as part of our strategy to bring manufacturing back to the United States to create jobs. We expect our online sales numbers to increase drastically as our content reaches the masses.

Our financial numbers in our forecast are based on less than 1% of industry business. Our business model will scale to impressive cash flow activity based on our performance.

Hospitals (e.g., Henry Ford, Beaumont, etc.)

The healthcare industry will be a primary focus for JEBTAL top branded private label products. JEBTAL Nitrile Examination Gloves and 3-ply Level 3 masks. Since the pandemic, these two products have become the most sought-after products in the hospital market. JEBTAL will use its minority status to work with their procurement officers for contracts. We will start by marketing to local hospitals in Michigan, beginning with Henry Ford Health Systems, with whom we have already been in communication. They were waiting for our minority certification to be approved, which became effective as of February 24, 2022.

E-Commerce

Once our website is complete, we will create brand awareness for all our branded products. We will do this by driving massive traffic to our website, social media platforms, and ad placements on the internet.

Amazon is a good tool to use for branding and awareness but not for cash flow. Our plan is to drive massive traffic to our website platform to increase cash flow. We will do this by creating content to market our business model. We will market using google ads and advertise where our competitors are. This will consist of large budgets for the first few months of launch. We will also market our newly creative content on platforms such as YouTube, Facebook, Instagram, twitter, LinkedIn, Apple, and Google stores.

Our numbers for e-commerce are conservative as we took less than one (1) percent of the market to predict.

## Government Agencies

### Sam.gov

Sam.gov is an e-commerce platform that give you access to bid on government contracts. Success on sam.gov will require a team of sales professionals to market and respond to daily bids. This platform will allow our team to establish relationships while creating email databases of key government staff who make procurement decisions for the government. The more they see our name the more they will give us attention.

### Defense Logistics Agency (FedMall) & Human Health Services

The DLA has created an online marketplace for government agencies to purchase items using credit cards. Stock must be ready or delivered in a short period of time after purchase. We plan to market four items on this platform. Nitrile Examination Gloves, 3-ply Level 3 masks, biodegradable straws, and medical scrubs. We have already been approved as a vendor and will upload our catalog in May of 2022, when stock is domestic and ready to procure. We expect sales to start small and gradually increase as agencies become more aware of our brands, with positive feedback.

### State Governments (Michigan, Ohio, Georgia, New Jersey)

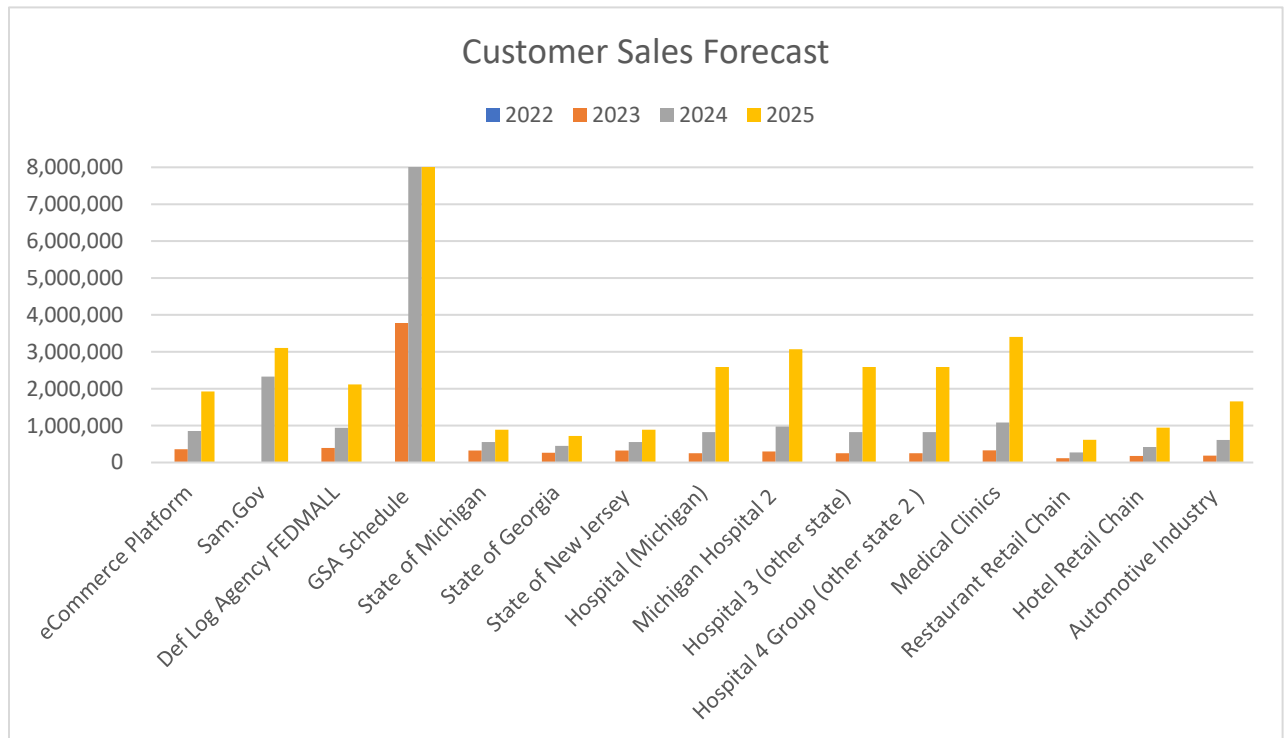
We are currently vendors for the states of Michigan, Ohio, Georgia, and New Jersey. We use a bid system called bidnet.com. Bids are posted daily. Over the course of 10 months, since we became vendors for the following states, we have bid on five (5) opportunities for the State of Michigan, three (3) opportunities for the State of Georgia, and two (2) for the State of New Jersey. All bids required stock to be domestic to win bid. There were also inquiries for masks from the local educational systems in Metro Detroit, Michigan.

### Counties (Michigan, Georgia, New Jersey, Florida)

In addition to the state bids that we will submit using Bidnet.com, we are also registered vendors for individual counties. Counties control their own purchasing system. Our sales force will include the same marketing and sales approach as used for the states to procure for the counties. We will also market the same products.

### Retail Business (Food and Grocery)

We are currently talking with key persons to establish relationships with large food and grocery retail distribution corporations. Our products, from biodegradable to PPE, will become attractive to this industry based on quality and competitive pricing. We also plan to attend conventions to market our products and promote our minority status.



#### Sales Team

Our management team, including our sales Director, will prepare a competitive salary and commission pay structure. The mission is to provide our selected elite sales team with the proper tools to finalize contracts, to grow our sales astronomically and profitably. This will include giving them substantial commission rates from 3-5% of net margins, along with bonuses for completed yearly sales objectives.

JEBTAL will use state-of-the-art Customer Relationship Management (CRM) software to enhance our customers' experience with our company. This will allow our sales team to stay engaged with our customers by managing them and providing them with one-on-one customer satisfaction. Also, our customers will have a positive experience on our B2B/B2C platform JEBTAL.com.

#### Authorized Distribution

Since we have secured lines in Thailand for our branded products, we will begin distribution for our authorized distributors leads. The intent is for those clients to eventually secure our USA production lines. By 2025, we expect our partnered American manufacturing company to have six (6) production lines producing 36 million boxes of nitrile examination gloves.

#### 6.4.1 Sales Forecast

The table below outlines the sales forecast and cost of goods sold. The forecast is based on reasonable sales projections within this very large market. We are talking less than 1%.

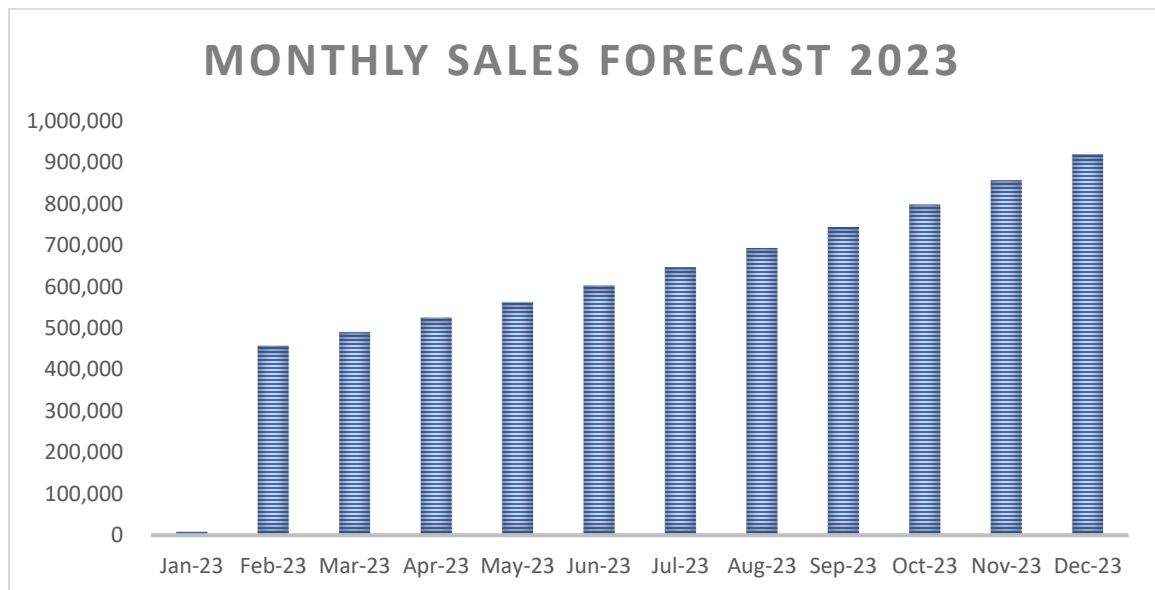
We are expecting our branded products such as our Nitrile Examination Gloves and 3-ply masks to be sold at an affordable bulk rate by large medial organizations, retail corporations, and governments, within the next six (6) months. Within three (3) years, our sales revenue will hit multi-million numbers.

We anticipate our numbers to double for our highlighted product Nitrile Examination gloves manufactured in the United States. Three (3) production lines will produce a minimum 10 million boxes per year. We will offer our wholesale rates to our large bulk buyers such as large hospital systems, governments, and corporations. We will give them the opportunity to pay the “middle-man” rate.

### Product-wise Sales Forecast

Product	2022	2023	2024	2025	Price Per Unit	2023	2024	2025
Nitrile Examination Gloves Retail 1	0	100,726	226,725	488,035	12.99	1,308,429	2,945,161	6,339,578
Nitrile Examination Gloves Wholesale 2	0	70,003	299,008	725,904	7.99	559,326	2,389,078	5,799,977
Jebtal Food Grade Gloves Retail 3	0	80,496	192,028	432,484	11.99	965,151	2,302,415	5,185,480
Jebtal Food Grade Gloves Wholesale 4	0	75,148	294,475	661,624	6.99	525,281	2,058,383	4,624,753
Jebtal Industrial Gloves Retail 5	0	100,726	226,725	488,035	16.99	1,711,333	3,852,062	8,291,719
Jebtal Industrial Gloves Wholesale 6	0	82,528	333,088	790,628	9.99	824,454	3,327,546	7,898,369
Jebtal Level 3, 3 Ply Masks Retail 7	0	33,716	66,829	104,586	8.99	303,106	600,791	940,227
Jebtal Level 3, 3 Ply Masks Wholesale 8	2,000	119,489	365,492	1,093,512	4.99	596,248	1,823,803	5,456,624
Men Scrubs 9	0	3,946	9,413	21,200	60.00	236,754	564,788	1,272,011
Women Scrubs 10	0	3,946	9,413	21,200	60.00	236,754	564,788	1,272,011
Straws Cases 5x200 mm (10,000 straws) 11	0	10,844	34,271	104,221	2.94	31,881	100,757	306,409
T Shirt bag 18.5x22 30 Micron(3x500) 12	0	0	0	0	254.30	-	-	-
<b>Total</b>						<b>7,298,718</b>	<b>20,529,573</b>	<b>47,387,159</b>

### Sales Monthly



### 6.5 Milestones

The following table lists investment milestones based on our plan to stock goods in the US ready for delivery to the customers.

Investment	Month of Investment	Expected outcome
\$ 500,000	November 2022	Orders placed for first 3 containers of gloves, production lead time 45 days.
\$1,000,000	January 2023	Sales & operations staff in place, first containers in transit, next orders placed. B2B Web platform updated & launched.
\$ 500,000	March 2023	Receipts of Sales invoices. Inventory stock plan continued.
\$ 500,000	June 2023	Growth of product portfolio.

We also have options to receive Purchase Order Financing and factoring for inventory. This helps balance our cash flows with better control.

## 7.0 Management Summary

Mr. James Buford - President (Michigan) James Buford Jr., a Systems and software Engineer **from DeVry University, has over 10 years' experience in software and business development.** Mr. Buford is known for his entrepreneur background and has participated in growing multiple domestic and international start-up companies.

He has been involved in projects with domestic companies such as Target Corporation, Jeep, Kelly Services, Radio One, and United States Manufacturing Corp. Business development is one of his specialties from fund raising, team development, and sales. He also has strengths in business planning, budgeting, and execution process.

Mr. Buford has developed business relationships around the world including countries such as India, Thailand, Malaysia, and Australia. He has successfully established teams, which he manages in these areas. His focus is to use his background in software development and manufacturing to create future technologies for better processing and logistics.

Shashank Jauhri - International Operations Management (India) Shashank Jauhri, an Electrical Engineer from IIT- BHU Varanasi, has a rich experience of more than four decades in diverse roles spread across all the different functions with reputed Indian and global organizations such as Tata Motors, JCB UK, Carraro Italy and Vallourec France. He is fully conversant with international work culture focusing on all aspects of starting, developing and running an organization nurturing them to achieve objectives and exceed targets.

He has implemented Lean Manufacturing principles in Organization Design, Operational Excellence, and process driven structures for optimizing performance. He has led the teams for new facilities and expansion projects - he is well versed in planning, budgeting and execution process. He has implemented new initiatives and strategies to increase the profitability of the business through competent, cost effective, and efficient result-oriented organization.

Organization vision, strategy and performance management systems were built by him to align all key initiatives of the organization.

Zach – Vice President of Sales and Distribution (Georgia) Experienced Sales Professional with a demonstrated history of customer partnership. Skilled in Sales, Relationship Management, and Pricing Strategy. Strong business development professional with a Bachelor of Science focused in Marketing from Florida Gulf Coast University Lutgert College of Business. Zach has previously been top senior account manager for medical device companies such as Smith & Nephew.

Mrs. Rochelle Buford- Operation Manager (Michigan) Rochelle Buford is a graduate of Michigan State University with a degree in Retail Management. She has an extensive background in Higher Education Management, holding several Director positions in Finance and **Administration. She is an experienced Business Operations professional with over 10 years’** experience in managing and running business operations. She has implemented plans and strategies that produced department growth and targeted financial goals being met.

Sonam Jauhri - International Supply Chain Management (India) Sonam Jauhri, a Chartered Accountant from India, is a consultant specializing in process and risk management. She carries out Process Re-engineering and Process Designing Initiatives in various industries and functional areas.

Before turning into a risk consultant, she worked with one of the top 5 largest private sector banks in their Internal Audit Department. During her banking stint, she undertook numerous roles including auditor, risk control executive analyzing business risk and threats to the organization and helping develop plans for risk mitigation.

Her role as a consultant also includes Auditing for Internal Financial Controls for Pre-IPO funding to ensure sound capital market operations.

Mr. Scott Ervin - Chief Technology Officer (Georgia) Scott Ervin is a highly effective leader with advanced analytical and interpersonal skills. He is an experienced Program Leader for configurable E-commerce platforms providing a multi-persona configurable environment for managing products, logistics, sales, reporting, CRM, and customer service. He has also worked as a Program Leader for comprehensive Drug Development Platform and legacy Data Migration for Pfizer, one the largest **pharmaceutical companies globally. Scott is highly motivated, and** purpose driven to supporting scalability and overall organization growth.

Positions below will be fulfilled in 2023.

*TBD - Chief Financial Officer/Accounting (Michigan)*

*TBD – Global Chief Supply Chain Management (Michigan)*

*TBD- Sales Director/Business Development (Michigan)*

## 7.1 Personnel Plan

There are currently less than ten JEBTAL employees. The growth of the company will be determined by how accurately and efficiently the company is able to implement the facets of this business plan.

Each member of the JEBTAL team is highly valued, and whose opinions are expected and respected. It is the mission of the company to employ people who are committed to a high standard of excellence, who thrive in a team atmosphere, and who have outstanding customer service skills. This idealism is represented by the current staff and will continue to be the standard by which new team members are hired.

We will use recruiting firms to help us select the right team of people to work for JEBTAL. This is very important during the pandemic. Dependable labor must be sought out using methods including testing, background checks, and strategic interview processes.

Description	2022	2023	2024	2025
Sales and Marketing Payroll	0	385,000	501,600	663,790
General and Administrative Payroll	52,847	1,168,322	1,533,745	1,739,383
Logistics Payroll	0	320,102	537,704	640,079
<b>Total</b>	<b>52,847</b>	<b>1,873,424</b>	<b>2,573,048</b>	<b>3,043,252</b>

### 8.0 Financial Plan

The most important element in the financial plan is the critical need for improving several of the key factors that impact cash flow:

1. Inventory on hand
2. Sales

**In today’s market our customers are looking for companies who can deliver immediately. On the ground quality goods have become a necessary commodity in the supply chain world. JEBTAL will compete with its competitors by giving its customers the demonstrated assurance comfort that they will deliver quality goods, on time.**

### 8.3 Projected Profit and Loss

During our first year, we expect to invest a large amount in our sales marketing budget to increase our cash flow. This will consist of sales reps and sales agencies having sufficient budgets to market our company to hospitals, governments, and small/large businesses. This will also include e-commerce digital marketing such as campaign ads, social media promotion, and public relations. We will invest in select trade shows to highlight our branded products with health, retail, and hospitality organizations.

We plan to expand our office and warehouse infrastructure to import and house more inventory. We are also looking at leasing an office/warehouse at minimum 22,000 sq ft.



Proforma Profit and Loss	2022	2023	2024	2025
Total Revenue	9,980	7,298,718	20,529,573	47,387,159
Total Cost of Goods Sold	3,800	4,430,448	13,206,770	30,372,491
Gross Profit	6,180	2,868,269	7,322,804	17,014,667
Operating Expenses				
Sales and Marketing Payroll	0	385,000	501,600	663,790
Travel	0	48,200	75,600	113,400
Advertising/Promotion	0	125,000	225,000	337,500
Sales Lead Software	300	3,600	3,960	4,356
Entertainment	0	6,000	9,000	9,450
Sales Commissions	309	143,413	366,140	850,733
Tax expenses	0	52,553	68,468	90,607
Total Operating Expenses	609	763,766	1,249,768	2,069,837
General and Administrative Expenses				
General and Administrative Payroll	52,847	1,168,322	1,533,745	1,739,383
Insurance	2,400	14,400	18,000	22,500
Legal & Professional Fees	10,000	60,000	75,000	93,750
Postage & Freight	0	12,000	15,000	18,750
Travel	0	25,200	31,500	39,375
Others	27,326	386,688	623,899	870,542
Total General and Administrative Expenses	92,573	1,666,610	2,297,144	2,784,300
Other Expenses				
Other payroll	0	320,102	537,704	640,079
Consulting Fees	11,167	111,500	139,375	173,851
Total Other Expenses	11,167	431,602	677,079	813,929
Total Expenses	104,349	2,861,978	4,223,991	5,668,066
EBIDTA	(98,169)	6,291	3,098,813	11,346,601

#### 8.4 Projected Cash Flow

JEBTAL expects company cash flow to increase significantly on a yearly basis. Our first-year cash flow is expected to be low due to the expenditures for strengthening our sales portfolio. Investment income will provide a jump start to securing sufficient inventory and equipment to complete transactions.

Proforma Cash Flow	2022	2023	2024	2025
Beginning Cash	0	269,986	346,236	3,943,062
Cash From Sales	9,980	6,943,812	19,956,274	45,975,634
Net Cash Available for Period	9,980	7,213,798	20,302,510	49,918,696
Cash Used In Trading	135,645	5,809,535	11,145,590	33,907,220
Cash Used For A/P				
Total Cash Used For Operations	104,349	2,861,978	4,223,991	5,668,066
Net Cash Operating Expenses	239,994	8,671,513	15,369,581	39,575,286
Net Cash After Operations	(230,014)	(1,457,715)	4,932,929	10,343,410
Equity Investment Cash	500,000	2,000,000	0	0
Net Cash Income	269,986	552,361	4,149,187	7,416,521
Total Cash Used In Capital Expenditures	0	206,125	206,125	206,125
Ending Cash	269,986	346,236	3,943,062	7,210,396

Below is a more detailed breakdown of our year 1 cash flow performance. Our sales gradually increase monthly, due to our investment in operations costs. These costs include the following: inventory purchasing, payroll, leasing, sales/marketing, marketing, and equipment. All needed to secure contracts with our customers.

We are expected to burn through a large amount of cash in the first three to four months, as we invest in our infrastructure. Once we secure contracts with current vendors, our cash flow will increase. Our customers purchases are in large bulk, which gives us significant monthly cash flow. The bulk of our customers pay 30-net, while a few of our customers pay with credit cards. Our E-commerce customers also pay with credit cards. Credit card transactions will increase our monthly cash flow, due to immediate deposit.

Our goals are to strengthen our digital transactions over a period of six (6) months to balance our cash flow. We do this by marketing to small and large businesses online for small to medium bulk purchases.

## 8.5 Projected Balance Sheet

<b>ASSETS</b>	<b>FYE 2021</b>	<b>FYE 2022</b>	<b>FYE 2023</b>	<b>FYE 2024</b>	<b>FYE 2025</b>
<i>Current Assets</i>					
Cash	43,176	269,986	346,236	3,943,062	7,210,396
Accounts Receivable	190	-	825,427	928,204	2,339,729
Total Inventory	87,199	2,470	1,768,172	3,110,202	6,718,811
Prepaid Inventory Deposits	6,337	135,645	178,770	507,870	1,221,210
<b>Total Current Assets</b>	<b>136,901</b>	<b>408,101</b>	<b>3,118,604</b>	<b>8,489,339</b>	<b>17,490,146</b>
<i>Long Term Assets</i>					
Equipment					
Fixed Asset Computers	11,603	9,282	6,962	4,641	2,321
Website Development	1,980	1,584	1,188	792	396
Fixed Asset Furniture & Fixtures	1,660	1,328	996	664	332
Fixed Asset Photo Video	73	59	44	29	15
Security Equipment	1,563	1,250	938	625	313
New Office Furniture			50,000	90,000	120,000
New Computer Hardware/Servers			25,000	45,000	60,000
Warehouse Racking - 45 Racks @ \$705 each			31,225	56,205	74,940
Plastic Pallets - 60 @ \$120 each			7,200	12,960	17,280
Electric Forklift 20' mast			15,000	27,000	36,000
Pallet Jacks - 3 @ \$1,600 each			4,800	8,640	11,520
Label Printers - 3 @ \$1,500			4,500	8,100	10,800
Rolling Safety 12 Step Ladder			1,000	1,800	2,400
Misc			-	-	-
Total Equipment	16,878	13,503	148,852	256,456	336,316
Leasehold Improvements					
Office & Warehouse Build Out @ \$33.70 sq ft	-		67,400	121,320	161,760
<b>Total Long Term Assets</b>	<b>16,878</b>	<b>13,503</b>	<b>216,252</b>	<b>377,776</b>	<b>498,076</b>
<b>Total Assets</b>	<b>153,780</b>	<b>421,604</b>	<b>3,334,856</b>	<b>8,867,115</b>	<b>17,988,222</b>
<b>LIABILITIES AND EQUITY</b>					
<i>Current Liabilities</i>					
Accounts Payable	6,658	21,358	816,362	4,152,355	5,071,495
Other Current Liabilities	519				
<b>Total Current Liabilities</b>	<b>7,177</b>	<b>21,358</b>	<b>816,362</b>	<b>4,152,355</b>	<b>5,071,495</b>
<i>Long Term Liabilities</i>	120	-	-	-	-
<b>Total Liabilities</b>	<b>7,296</b>	<b>21,358</b>	<b>816,362</b>	<b>4,152,355</b>	<b>5,071,495</b>
<b>EQUITY</b>					
Opening Balance Equity Of Current LLC Members	1,701	1,701	1,701	1,701	1,701
Owner's Investment Of Current LLC Members	668,450	668,450	668,450	668,450	668,450
New Investors Member LLC Shares		500,000	2,500,000	2,500,000	2,500,000
Net Income	(365,666)	(101,545)	(28,234)	2,196,266	8,201,966
Retained Earnings	(156,212)	(521,878)	(623,423)	(651,657)	1,544,609
Losses from Jan to Oct 2022		(146,483)			
<b>Total Equity</b>	<b>146,483</b>	<b>400,245</b>	<b>2,518,494</b>	<b>4,714,760</b>	<b>12,916,726</b>
<b>Total Liabilities &amp; Equity</b>	<b>153,780</b>	<b>421,604</b>	<b>3,334,856</b>	<b>8,867,115</b>	<b>17,988,222</b>

## Cost of goods sold

Our cost of goods sold are competitive, due to working directly with manufacturing sources. Since we source from other countries with lower currency rates, we can negotiate a fair cost for both parties. Below is our cost information. Our cost includes current shipping rates.

<b>Cost of Goods Sold</b>				
<b>Product</b>	<b>SKU</b>	<b>Cost Price Per Unit</b>	<b>Container/ Case / Box</b>	<b>Units Per Container, Case or Box</b>
<b>Nitrile Examination Gloves Retail 1</b>	1	6.50	Container	25,000
<b>Nitrile Examination Gloves Wholesale 2</b>	2	6.50	Container	25,000
<b>Jebtal Food Grade Gloves Retail 3</b>	3	6.40	Container	28,000
<b>Jebtal Food Grade Gloves Wholesale 4</b>	4	6.40	Container	28,000
<b>Jebtal Industrial Gloves Retail 5</b>	5	8.50	Container	22,000
<b>Jebtal Industrial Gloves Wholesale 6</b>	6	8.50	Container	22,000
<b>Jebtal Level 3, 3 Ply Masks Retail 7</b>	7	5.70	Case	100
<b>Jebtal Level 3, 3 Ply Masks Wholesale 8</b>	8	1.90	Container	34,000
<b>Men Scrubs 9</b>	9	42.00	Box	1
<b>Women Scrubs 10</b>	10	42.00	Box	1
<b>Straws Cases 5x200 mm (10,000 straws) 11</b>	11	1.50	Container	35,000
<b>T Shirt bag 18.5x22 30 Micron(3x500) 12</b>	12	145.00	Case	800
	13			
	14			
	15			

### Wholesale and Retail

**Nitrile Examination and Food Grade Gloves:** Our direct cost of goods is less than \$4.50 per 100 count boxes of gloves. Logistics take the price up to \$6.50 which includes international and domestic shipping. For retail, we include a \$2.00 fulfillment fee for labor and unexpected expenditure costs. Our wholesale and retail-sales price mark-up average is 40% or higher.

**3-ply Level 3 masks:** Our direct cost of goods is less than \$ 1.20 per 50 count boxes of mask. Logistics take the price up to \$1.90 which includes international and domestic shipping. For retail we include a \$2.00 fulfillment fee for labor and unexpected expenditure costs. Our wholesale and retail sales price mark-up average are 40% or higher.

**Medical Scrubs:** Our direct cost of goods \$30.00 per set of scrubs. Since we use air Logistics services for scrubs our freight cost adds an additional \$9.00. Once our orders increase, we will transfer our logistics to sea transport, to save costs. For retail, we include a \$2.00 fulfillment fee for labor and unexpected expenditure costs. Our retail sales price mark-up is 40% or higher.

**Biodegradable Products:** Our direct cost of goods for straws are less than a cent each while our t-shirt bags are less than 20 cents. We sell these per-container to large distribution companies. Our retail sales price mark-up is 40% or higher.

**Month Over Month P&L Forecast FYE 2023**

Customer Name	Product	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23	FYE 2023
<b>Total Revenue</b>	Total Revenue	7,485	457,082	489,585	524,536	562,127	602,568	646,086	692,925	743,353	797,657	856,148	919,165	7,298,718
<b>Total Cost of Goods Sold</b>	Total Cost of Goods Sold	2,850	275,515	295,482	316,982	340,137	365,082	391,960	420,929	452,160	485,838	522,162	561,351	4,430,448
<b>Gross Profit</b>	Gross Profit	4,635	181,567	194,103	207,554	221,989	237,486	254,126	271,996	291,193	311,819	333,986	357,814	2,868,269
	<i>Gross Margin As %</i>	61.9%	39.7%	39.6%	39.6%	39.5%	39.4%	39.3%	39.3%	39.2%	39.1%	39.0%	38.9%	39.3%
<b>Operating Expense</b>	Operating Expense													
	Sales VP/Business Development	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	132,000
	Executive Sales Rep 1	0	0	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	100,000
	Executive Sales Rep (New Jersey)	0	0	0	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	76,500
	Executive Sales Rep (Georgia)	0	0	0	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	8,500	76,500
	Total Sales and Marketing Payroll	11,000	11,000	21,000	38,000	38,000	38,000	38,000	38,000	38,000	38,000	38,000	38,000	385,000
	Advertising/Promotion	0	0	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	125,000
	Sales Lead Software	300	300	300	300	300	300	300	300	300	300	300	300	3,600
	Entertainment	500	500	500	500	500	500	500	500	500	500	500	500	6,000
	Total Travel	2,000	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	4,200	48,200
	Sales Commissions	232	9,078	9,705	10,378	11,099	11,874	12,706	13,600	14,560	15,591	16,699	17,891	143,413
	Medicare Tax Expense	160	160	305	551	551	551	551	551	551	551	551	551	5,583
	Social Security Tax Expense	682	682	1,302	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	2,356	23,870
	Unemployment Tax Expense	660	660	1,260	2,280	2,280	2,280	2,280	2,280	2,280	2,280	2,280	2,280	23,100
	Total Sales and Marketing Expenses	15,533	26,580	51,072	71,065	71,786	72,561	73,393	74,287	75,247	76,278	77,386	78,578	763,766
	General and Administrative Payroll													
	President	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	12,500	150,000
	Fractal CFO	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	144,000
	COO	0	0	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	110,000
	CTO	0	0	0	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	99,000
	Human Resources	0	0	0	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	80,000
	India Management	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
	Operations Management	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	42,000
	Supply Chain / Logistics Management	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
	Accounts Receivable   Bookkeeping	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
	Offshore Supply Chain	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Business Analyst Manager	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
	Business Analyst	0	0	0	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	24,000
	Computer Software Engineer	0	0	0	0	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	64,000
	Administrative Assistant	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	4,000	48,000
	Data Entry 1	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	33,000
	Data Entry 2	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	21,000
	Data Entry 3	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	21,000
	Customer Service 1	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	21,000
	Customer Service 2	0	0	0	0	0	3,000	3,000	3,000	3,000	3,000	3,000	3,000	21,000
	India Administrative	0	0	0	0	0	0	500	500	500	500	500	500	3,000
	India Data Entry 1	0	0	0	0	0	0	500	500	500	500	500	500	3,000
	Medicare Tax Expense	638	682	841	1,001	1,305	1,479	1,494	1,494	1,494	1,494	1,494	1,494	14,906
	Social Security Tax Expense	2,728	2,914	3,596	4,278	5,580	6,324	6,386	6,386	6,386	6,386	6,386	6,386	63,736
	Unemployment Tax Expense	2,640	2,820	3,480	4,140	5,400	6,120	6,180	6,180	6,180	6,180	6,180	6,180	61,680
	Total Payroll	50,006	53,416	65,917	78,419	102,285	115,923	117,060	117,060	117,060	117,060	117,060	117,060	1,168,322
	Information Technology	0	0	0	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	6,000	54,000
	Website Development and Maintenance	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
	Rent	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	8,342	100,104
	Utilities	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	6,650	79,800
	Bank Charges	240	240	240	240	240	240	240	240	240	240	240	240	2,880
	Taxes & Licensing	42	42	42	42	42	42	42	42	42	42	42	42	504
	Dues & Subscriptions	400	400	400	400	400	400	400	400	400	400	400	400	4,800
	Total Insurance	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	14,400
	Total Legal & Professional Fees	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
	Meals & Entertainment	100	100	100	100	100	100	100	100	100	100	100	100	1,200
	Office Rent	200	200	200	200	200	200	200	200	200	200	200	200	2,400
	Office Expense	250	250	250	250	250	250	250	250	250	250	250	250	3,000
	Total Postage & Freight	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Printing - Office	500	500	500	500	500	500	500	500	500	500	500	500	6,000
	Supplies	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
	Total Travel	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	2,100	25,200
	Other General and Administrative Expens	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000
	Total General and Administrative Expens	87,030	90,440	102,941	121,443	145,309	158,947	160,084	160,084	160,084	160,084	160,084	160,084	1,666,610
	General and Administrative %	1162.7%	19.8%	21.0%	23.2%	25.8%	26.4%	24.8%	23.1%	21.5%	20.1%	18.7%	17.4%	22.8%
	Other Payroll													
	Warehouse Manager	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	39,996
	India Logistics Personnel	0	500	500	500	500	500	500	500	500	500	500	500	5,500
	(1)	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	34,560
	(2)	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	34,560
	(3)	0	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	31,680
	(4)	0	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	31,680
	(5)	0	0	0	0	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	23,040
	(6)	0	0	0	0	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	23,040
	(7)	0	0	0	0	2,880	2,880	2,880	2,880	2,880	2,880	2,880	2,880	23,040
	(8)	0	0	0	0	0	0	0	0	2,880	2,880	2,880	2,880	11,520
	(9)	0	0	0	0	0	0	0	0	2,880	2,880	2,880	2,880	11,520
	(10)	0	0	0	0	0	0	0	0	2,880	2,880	2,880	2,880	11,520
	Medicare Tax Expense	132	223	223	223	348	348	348	348	473	473	473	473	

**Month Over Month P&L Forecast FYE 2024**

		987,076	1,060,276	1,915,268	1,224,309	1,316,117	1,415,172	2,298,142	1,637,467	1,762,060	1,896,618	2,818,042	2,199,027	20,529,573
<b>Total Revenue</b>	Total Revenue	987,076	1,060,276	1,915,268	1,224,309	1,316,117	1,415,172	2,298,142	1,637,467	1,762,060	1,896,618	2,818,042	2,199,027	20,529,573
<b>Total Cost of Goods Sold</b>	Total Cost of Goods Sold	603,642	649,290	1,357,675	751,799	809,292	871,410	1,597,642	1,011,111	1,089,576	1,174,436	1,925,334	1,365,562	13,206,770
<b>Gross Profit</b>	Gross Profit	383,434	410,986	557,593	472,510	506,825	543,762	700,500	626,355	672,484	722,183	892,709	833,465	7,322,804
<b>Operating Expense</b>	Operating Expense													
	Sales and Marketing Payroll													
	Sales VP/Business Development	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	145,200
	Executive Sales Rep 1	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	11,000	131,999
	Executive Sales Rep (New Jersey)	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	112,200
	Executive Sales Rep (Georgia)	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	9,350	112,200
	Executive Sales Rep 2	0	0	0	0	0	0	0	0	0	0	0	0	0
	Total Sales and Marketing Payroll	41,800	41,800	41,800	41,800	41,800	41,800	41,800	41,800	41,800	41,800	41,800	41,800	501,600
	Advertising/Promotion	18,750	18,750	18,750	18,750	18,750	18,750	18,750	18,750	18,750	18,750	18,750	18,750	225,000
	Sales Lead Software	330	330	330	330	330	330	330	330	330	330	330	330	3,960
	Entertainment	750	750	750	750	750	750	750	750	750	750	750	750	9,000
	Total Travel	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	6,300	75,600
	Sales Commissions	19,172	20,549	27,880	23,625	25,341	27,188	35,025	31,318	33,624	36,109	44,635	41,673	366,140
	Medicare Tax Expense	606	606	606	606	606	606	606	606	606	606	606	606	7,273
	Social Security Tax Expense	2,592	2,592	2,592	2,592	2,592	2,592	2,592	2,592	2,592	2,592	2,592	2,592	31,099
	Unemployment Tax Expense	2,508	2,508	2,508	2,508	2,508	2,508	2,508	2,508	2,508	2,508	2,508	2,508	30,096
	Total Sales and Marketing Expenses	92,807	94,185	101,515	97,261	98,977	100,824	108,661	104,953	107,260	109,745	118,271	115,309	1,249,768
	General and Administrative Payroll													
	President	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	13,750	165,000
	Fractal CFO	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	13,200	158,400
	COO	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	145,200
	CTO	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	12,100	145,200
	Human Resources	11,111	11,111	11,111	11,111	11,111	11,111	11,111	11,111	11,111	11,111	11,111	11,111	133,333
	India Management	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	39,600
	Operations Management	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	46,200
	Supply Chain / Logistics Management	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	19,800
	Accounts Receivable   Bookkeeping	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	1,650	19,800
	Offshore Supply Chain	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	1,100	13,200
	Business Analyst Manager	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	66,000
	Business Analyst	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
	Computer Software Engineer	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	96,000
	Administrative Assistant	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	4,400	52,800
	Data Entry 1	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	39,600
	Data Entry 2	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	39,600
	Data Entry 3	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	39,600
	Customer Service 1	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	39,600
	Customer Service 2	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	3,300	39,600
	India Administrative	625	625	625	625	625	625	625	625	625	625	625	625	7,500
	India Data Entry 1	625	625	625	625	625	625	625	625	625	625	625	625	7,500
	Medicare Tax Expense	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	1,631	19,568
	Social Security Tax Expense	6,973	6,973	6,973	6,973	6,973	6,973	6,973	6,973	6,973	6,973	6,973	6,973	83,671
	Unemployment Tax Expense	6,748	6,748	6,748	6,748	6,748	6,748	6,748	6,748	6,748	6,748	6,748	6,748	80,972
	Total Payroll	127,812	127,812	127,812	127,812	127,812	127,812	127,812	127,812	127,812	127,812	127,812	127,812	1,533,745
	Information Technology	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	90,000
	Website Development and Maintenance	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	15,000	180,000
	Rent	10,428	10,428	10,428	10,428	10,428	10,428	10,428	10,428	10,428	10,428	10,428	10,428	125,130
	Utilities	8,313	8,313	8,313	8,313	8,313	8,313	8,313	8,313	8,313	8,313	8,313	8,313	99,750
	Bank Charges	480	480	480	480	480	480	480	480	480	480	480	480	5,760
	Taxes & Licensing	44	44	44	44	44	44	44	44	44	44	44	44	529
	Dues & Subscriptions	800	800	800	800	800	800	800	800	800	800	800	800	9,600
	Total Insurance	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	18,000
	Total Legal & Professional Fees	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000
	Meals & Entertainment	105	105	105	105	105	105	105	105	105	105	105	105	1,260
	Office Rent	210	210	210	210	210	210	210	210	210	210	210	210	2,520
	Office Expense	313	313	313	313	313	313	313	313	313	313	313	313	3,750
	Total Postage & Freight	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	1,250	15,000
	Printing - Office	550	550	550	550	550	550	550	550	550	550	550	550	6,600
	Supplies	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000
	Total Travel	2,625	2,625	2,625	2,625	2,625	2,625	2,625	2,625	2,625	2,625	2,625	2,625	31,500
	Other General and Administrative Exper	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	6,250	75,000
	Total General and Administrative Exper	191,429	191,429	191,429	191,429	191,429	191,429	191,429	191,429	191,429	191,429	191,429	191,429	2,297,144
	General and Administrative %	19.4%	18.1%	10.0%	15.6%	14.5%	13.5%	8.3%	11.7%	10.9%	10.1%	6.8%	8.7%	11.2%
	Other Payroll													
	Warehouse Manager	3,433	3,433	3,433	3,433	3,433	3,433	3,433	3,433	3,433	3,433	3,433	3,433	41,196
	India Logistics Personnel	515	515	515	515	515	515	515	515	515	515	515	515	6,180
	(1)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(2)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(3)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(4)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(5)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(6)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(7)	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	2,966	35,597
	(8)	2,966												



# JEBTAL MANUFACTURING

American Automation | Quality Assurance



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## 1.0 Executive Summary

### The Company

JEBTAL Imports, LLC (JEBTAL) is a Michigan based certified minority supplier, specializing in domestic and international trade of goods. Jebtal Imports, the parent company, and 100% stake owner, has formed **Jebtal Manufacturing Company (JMC)** to produce rubber gloves (nitrile and latex) domestically within the United States of America. Jebtal Imports, LLC will hold the master distribution license for production from Jebtal manufacturing. Jebtal Manufacturing will sell to Jebtal Imports, LLC who, in turn, will resell wholesale and retail.

JMC has formed strategic partnerships with nitrile glove manufacturing experts such as architects and engineers, in India and Malaysia, to assist with building manufacturing facilities here, in the United States. We have raw schematics for production assembly lines for nitrile gloves which will be prefabricated in the USA. We have our raw material (NBR) source in India. Our future goal is to create our raw material source in the United States using harmless natural resources on domestic lands. Our plans are to build our first plant in the state of Michigan.

Our leadership team has 80 years of combined manufacturing and logistics experience, and our technology team has 30 years of joint experience in software development, technology infrastructure, setting up plants and facilities, and engineering automation. JMC was created as a business opportunity to bring Personal Protection Equipment (PPE) manufacturing back to the United States. Jebtal Imports, LLC and Jebtal Manufacturing was founded by James Buford Jr., who put an experienced team together to produce nitrile gloves in the United States.

Our teams are led by experts in Asian manufacturing style. Shashank Jauhri, Chief Project Manager, has 40 years of experience in Asian and International manufacturing, construction, and engineering. He has worked for major companies including Tata Motors, JCB, Carraro, and Vallourec. His father was also involved in nitrile rubber production in India over 60 years ago. Naveen Kumar Reddy has over eight years of experience in latex and nitrile glove production. He owns a latex glove plant in Hyderabad, India, and is also a shareholder of Dr. Glove Latex and Nitrile Glove Manufacturing, in India. Jebtal Manufacturing will hire a plant manager and a facility manager who has over 10 years of experience to assist offshore architects and engineers with construction. The two qualified candidates will be lead executive managers for the plant. Jebtal Manufacturing will also entertain potential new investor-suggested candidates as well.

Jebtal Imports played a role in 2020 during the pandemic by procuring PPE for local governments such as the State of New Jersey, Union County NJ, Wayne County MI, and the Kansas City MO

Veteran's Administration. Jebtal is currently vendor to several U.S. government federal agencies, local governments, and big box retail outlets. (Cage Code: #8V6Z7). Jebtal is also a certified minority supplier for the Michigan Minority Supplier Development Council (MMSDC) and National Minority Business Enterprise (MBE). We will be applying for our 8(a) in 2023.

From research to development, the founder learned that the future lies in domestic manufacturing. According to the U.S. Strategic National Stockpile (SNS), from the start of the pandemic through 2022, healthcare providers have been using an estimated 1.5B Nitrile Gloves per month. The SNS, headed and assisted by the U.S. Health and Human services, is currently seeking to acquire 4.5 billion nitrile gloves.

America has fallen drastically behind in the manufacturing of PPE goods. To compete, and be effective in the future, the U.S. must return to its roots of being a leader in manufacturing.

This Business Plan was developed to present **Jebtal Manufacturing Company** to prospective clients, banks, investors, partners, and suppliers. Based on 75% of capacity output capability, the company projects an estimated minimum of \$70 Million (USD) in sales by 2025, and \$160 Million in sales by 2027. Our business model is to initially market to government, healthcare, food retail, and automotive industries globally. Our production lines can also be turned over to create other similar products like condoms, as another business model.

### **Manufacturing and Distribution**

Jebtal Imports has secured the knowledge and wherewithal to build a nitrile glove plant in the United States. JMC will work with nitrile glove experts in India and Malaysia. With over 80 years of manufacturing experience, our team will begin to execute the first plant and production in the United States by the end of 2024.

JMC is partnering with original equipment manufacturers, a chemical supplier, and a conveyor systems company to build one of the first nitrile glove assembly production lines on American soil. We currently have the full specs from machine building to chemical formation to complete this project. This project will take 18 months to complete, from construction to the installation of the first three lines. Each assembly line can produce 35,000 to 45,000 gloves per hour. We will add three more lines every year up to a total of nine lines, after stabilizing the first set of lines.

### **Real Estate and Location**

Jebtal Imports has started negotiations with Saginaw Future, in Saginaw County, to occupy land that has been invested in by the State of Michigan to bring industrial manufacturing to the area to create jobs. We are looking for 44 acres to build a 160,000 square-foot facility for production and warehousing. This project will create over 500-plus jobs. Michigan is the pioneer for automation, and to have an infrastructure in the state of Michigan is important. We will have access to top experts in automation, who currently assist the automotive industry, to help us quickly and properly assist our offshore architects and engineers to prefabricate and install the first assembly line.

JMC's strategy is to be located no more than 20 miles from the Saint Lawrence Seaway, Interstate 75, and railroad transportation. This will allow us to transport our raw materials to the facility, and access for goods to be transported to customers domestically and internationally.

### **Glove Distribution and Warehousing**

Distribution is a major component to our business model. JMC will have two customers. The first customer will be Jebtal Imports, LLC, who will hold the master distribution license, and the second customer will be production contracting with large private label corporations. Once factory construction is completed with three (3) lines for production, our weekly capacity will potentially increase to an additional 150,000 boxes, per week.

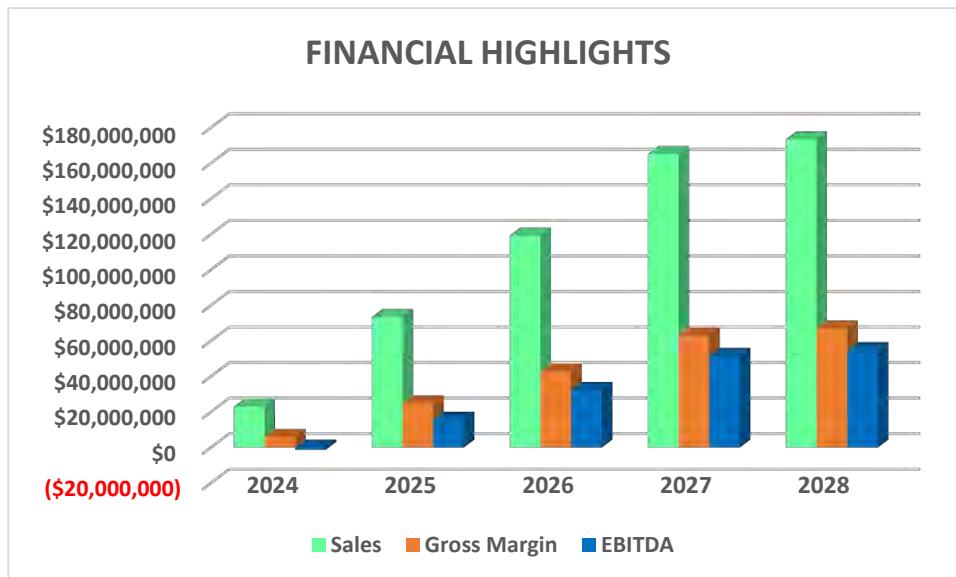
Since we are starting off with three production lines, there will be 60,000 sq ft, of warehousing available for the first two (2) years. We will utilize the space for warehousing and a secured lot space for customers.

### **Financial Summary**

Currently, JMC is seeking a total investment of \$100 Million Dollars. Eighty-percent (80%) of the total investment will be funded by guaranteed loans backed by the state and federal government.

Startup	
Requirements	
Startup Expenses	
Legal	\$100,000
Plant Construction Labor	\$950,000
Land Purchase	\$1,000,000
Insurance	\$1,000
Rent	\$50,000
Computer	\$20,000
Other	\$50,000
Total Startup Expenses	\$2,171,000
Startup Assets	
Cash Required	\$250,000
Startup Inventory	\$2,000,000
Other Current Assets	\$50,000
Long-term Assets	█ \$95,121,000
Total Assets	\$97,421,000
Total Requirements	\$99,592,000

Pro Forma Profit and Loss	2024	2025	2026	2027	2028
Sales	\$22,940,820	\$73,410,624	\$119,292,264	\$165,173,904	\$173,432,599
Direct Cost of Sales	\$12,105,288	\$38,736,922	\$62,947,498	\$87,158,074	\$91,515,977
Production Payroll	\$4,918,200	\$9,841,500	\$13,581,963	\$14,940,159	\$14,940,159
Total Cost of Sales	\$17,023,488	\$48,578,422	\$76,529,461	\$102,098,233	\$106,456,137
Gross Margin	\$5,917,332	\$24,832,202	\$42,762,803	\$63,075,671	\$66,976,463
Gross Margin %	25.79%	33.83%	35.85%	38.19%	38.62%
Total Sales and Marketing Expenses	\$640,020	\$730,020	\$803,022	\$883,324	\$905,104
Sales and Marketing %	2.79%	0.99%	0.67%	0.53%	0.52%
Total General and Administrative Exp	\$5,886,387	\$7,502,781	\$8,676,006	\$9,552,607	\$10,158,575
General and Administrative %	25.66%	10.22%	7.27%	5.78%	5.86%
Total Other Expenses	\$518,660	\$755,988	\$894,923	\$1,044,415	\$1,058,935
Other %	2.26%	1.03%	0.75%	0.63%	0.61%
Total Operating Expenses	\$7,045,067	\$8,988,789	\$10,373,951	\$11,480,346	\$12,122,614
EBI TDA	(\$1,247,735)	\$15,663,414	\$32,388,852	\$51,595,325	\$54,853,848



## 1.1 Objectives

There are four major objectives in this business plan:

1. **Funding** – Jebtal Manufacturing Objective is to secure construction funding through private equity and federal and state guaranteed financing, by the beginning of 2023. Jebtal imports, LLC majority shareholder will also raise funds in 2022 to purchase land.
2. **Prefabricated facility construction.** Jebtal Import, LLC is preparing to purchase land in Michigan, in winter of 2022. Great Lakes Tech Park in Thomas Township, in Saginaw County, is our first option. Our objective is to break ground in spring of 2023. It will take an estimate of 18 months to have our first three production lines fully operating. The facility will be built on a minimum of 44 acres. Glove manufacturing facilities must be 40 feet or higher for installation of the lines. Therefore, new construction is needed. We are working with Michigan Economic

Development and Saginaw County to assist us with land, expedited city permits, and approvals for sewage and electricity.

3. **Install Production lines.** While building the prefabricated infrastructure, JMC will begin installing production lines, during the building construction process. We will start ordering equipment from the first month after project financing. Equipment will take five months to arrive from the equipment company in Asia. We plan to have three production lines up and ready by the end of 2024. We plan to add an additional three lines every year, after stabilizing the first three lines.
4. **Hire personnel, consultants, and contractors.** Jebtal Imports, LLC will assist Jebtal Manufacturing in selecting qualified plant and facility managers with more than 10 years of experience, to be trained, and to assist in the construction of the plant. Jebtal Manufacturing will also entertain potential new investor-suggested candidates as well.

We have already selected our contractors for the building construction, production line installation, engineering, and maintenance projects.

## 1.2 Mission

Jebtal Manufacturing Company's *mission* is to be the leading nitrile glove manufacturing company in the United States, providing quality assured products and services across North America.

## 1.3 Keys to Success

There are six accepted keys to success in manufacturing, logistics, and wholesale distribution:

- a. Good planning
- b. Successful investment, fundraising, and bank financing
- c. Great staffing
- d. Identify the market
- e. Logistics
- f. Successful sales strategy

## 2.0 Company Summary

Jebtal Imports has formed Jebtal Manufacturing (JMC) to produce rubber gloves (nitrile and latex) domestically within the United States.

The company will be managed by experts who have years of experience in manufacturing, quality control, and technology.

## 2.1 Company Ownership

Jebtal Manufacturing Company is a corporation that is majority owned by Jebtal Imports, LLC, a Michigan-based company. Jebtal Imports is managed by a team of engineers with over 100 years of

combined experience in manufacturing and technology. The group and its strategic partners have also previously participated in building or running nitrile glove factories in India and Malaysia.

## **2.2 Startup Summary**

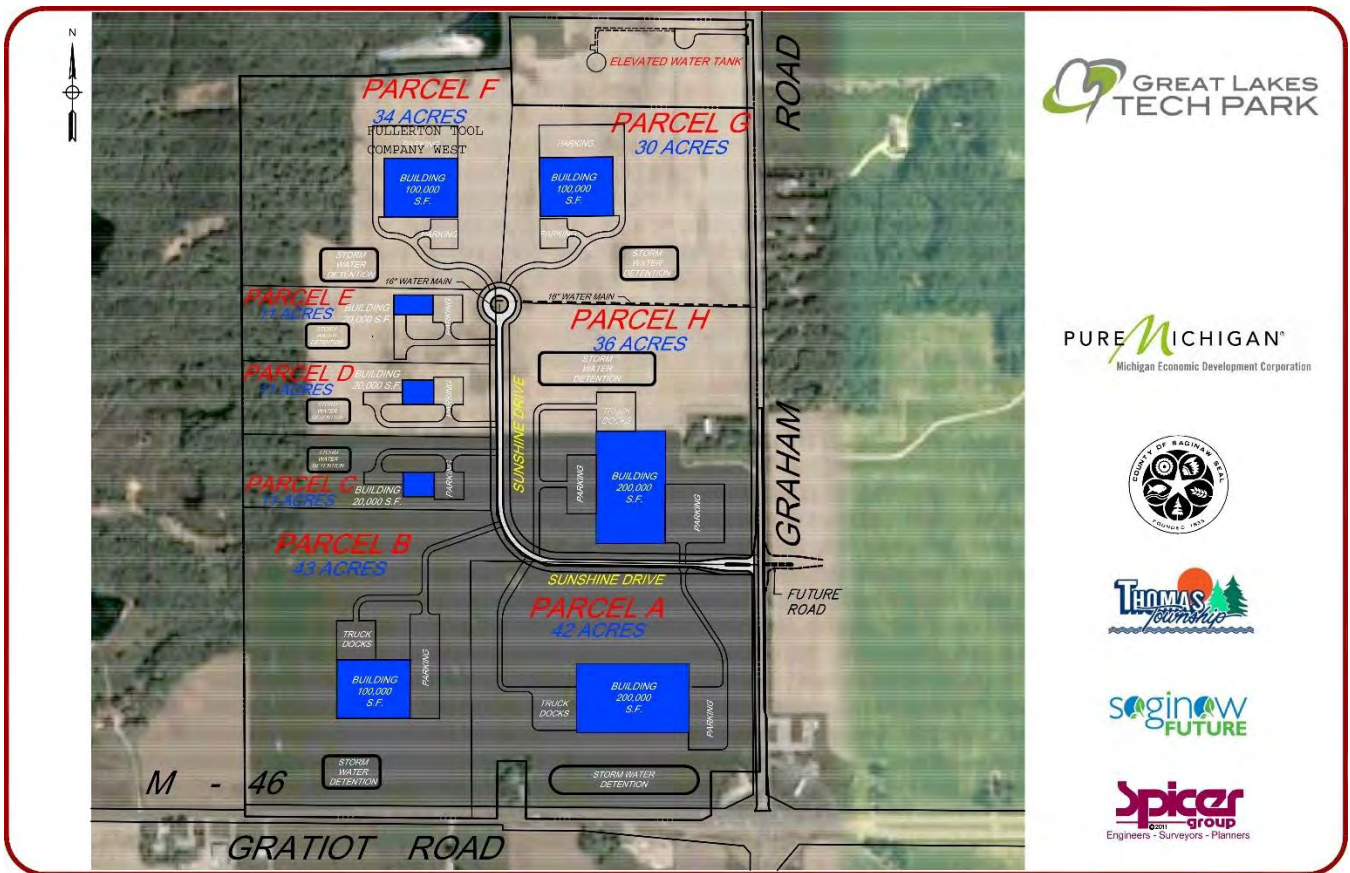
Our start-up costs are estimated to be \$100,000,000. These funds will be used for the following:

1. Purchase land
2. New construction of building
3. Production lines installations
4. Facility backup generators
5. Warehouse and heavy lifting equipment
6. Chemical storage
7. Payroll
8. Research and development
9. Office expenses
10. Legal and accounting costs
11. State-of-the-art facility security services and systems
12. Logistics and transportation
13. Other expenses associated with opening our factory

The start-up costs are to be financed by direct owner investment, investors, government, and institution financing.

Due to the pandemic, it will be difficult to have an engineering team from India and Malaysia onsite, so we have created a strategy to have our experts from India and Malaysia communicate with our skilled team locally.

We have selected the proposed site below: (Parcel B)



GREAT LAKES  
TECH PARK

PURE MICHIGAN<sup>®</sup>  
Michigan Economic Development Corporation



soginow  
FUTURE

Spicer  
Group  
Engineers - Surveyors - Planners

## Construction and Renovation

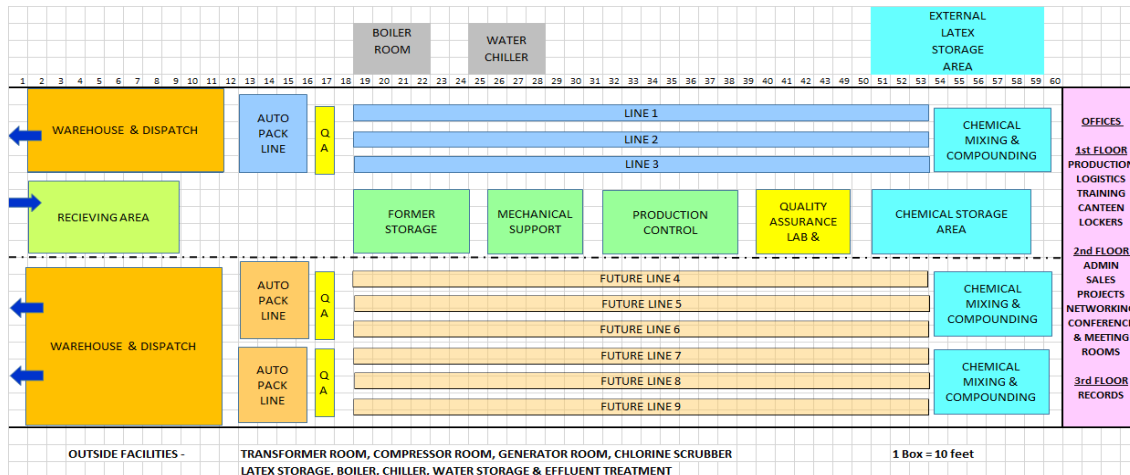
Since we have not been able to find a suitable ready-built facility to install the first set of production lines, our plan is to purchase land and build the factory. We require a minimum 100,000 sq ft of space for nine production lines and warehousing. Building construction will take approximately 12 months to complete.

JMC will hire a facility manager to manage the selected construction company, along with the engineering partners. Nitrile glove manufacturing has specific requirements. Those requirements include the following:

### Details of the Unit:

		Efficiency	Per day	per month	per annum	3 Lines	9 lines
	Per hour	75%	24	30	12		
Gloves	40,000	30,000	720,000	21,600,000	259,200,000	777,600,000	2,332,800,000
Boxes	400	300	7,200	216,000	2,592,000	7,776,000	23,328,000

## Proposed Plant Layout



### **Production Line installation**

We anticipate working with consultant firms in India and Malaysia that specialize in nitrile glove plant design, manufacturing, and installation. The fabrication and prove-out of the machine will be done by an automation company in the U.S. We will also engage a local engineering firm to detail out the utilities. Installation of the first three production lines will take approximately 18 months. We will add an additional three assembly lines per year after completion of our initial lines. We plan to build a total of nine lines in the United States.

### **Below are our key objectives for the installation of production lines:**

- Hire Malaysian firm to finalize layout and detailed designs for the factory.
- Purchase equipment and conveyor assembly.
- Hire an Engineering Firm to analyze current and new infrastructures, and to design the additions.
- Hire Consultants to install conveyor and machinery systems.

**Warehousing and** as being built, Jebtal Imports will continue its current business model of distributing gloves from partner manufacturer in Thailand. Once construction is completed and ready for operations, Jebtal Imports LLC will lease 60,000 sq foot of warehousing space for the first four (4) years, for fulfillment. Currently, buyers do not have sufficient storage space for their reserves. Jebtal's goal is to not only be the leading manufacturer of PPE goods, but also the leader in fulfillment. We plan to have over 400,000 sq ft of space, domestically, within our first year of operation.



**Table: Startup**

Startup	
Requirements	
Startup Expenses	
Legal	\$100,000
Plant Construction Labor	\$950,000
Land Purchase	\$1,000,000
Insurance	\$1,000
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Other	\$50,000
Total Startup Expenses	\$2,171,000
Startup Assets	
Cash Required	\$250,000
Startup Inventory	\$2,000,000
Other Current Assets	\$50,000
Long-term Assets	\$95,121,000
Total Assets	\$97,421,000
Total Requirements	\$99,592,000

### 3.0 Products and Services

JMC Products and Services will provide the following manufacturing:

- Nitrile gloves 4 to 8 ml non-surgical coated
- Nitrile gloves surgical coated
- Automotive latex gloves
- Other rubber materials such as condoms
- We will provide nitrile glove reserved storage for governments and large medical organizations

#### Knowledge | Training | Implementation

Our engineers will be equipped to set up multiple infrastructures throughout the U.S. We will provide key training services to set up new infrastructures and to expand future operations. We will also have ability to streamline the current process by bringing American automation to enhance the process. This knowledge will present many opportunities for us to expand and offer our services to other countries.

We will license and integrate technologies that will enhance our production and fulfillment experience. Technology is key to our environment. Below are some of our focuses:

1. Strategy implementation
2. Customs compliance
3. Software application
4. Proper network and software security (LAN/WAN)
5. Web portal development

## 4.0 Market Analysis Summary

### 1. Industry description and outlook

The disposable glove market is scheduled to reach U.S. \$11.8 billion by 2025, up from \$7.7 billion in 2019, and \$5.47 billion in 2018. The compound average growth rate (CAGR) from 2020-2025 is 7.7%. Major drivers of the escalating demand for powder-free nitrile gloves are rising concerns about latex allergies, and the resultant December 2016 U.S. Food and Drug Administration's (FDA) ban on powdered glove use in the healthcare industry. Similar bans have been enacted in other countries including Germany, Hong Kong, Saudi Arabia, Japan, and the Philippines.

Strict **regulations** regarding workers' safety, coupled with a high focus on hygiene across various end-use industries such as oil and gas, chemical, and food processing are further boosting the demand for nitrile gloves, globally. Moreover, nitrile gloves have higher chemical and puncture resistance than latex gloves, which is also positively impacting their demand in different industries.

**By type**, the global nitrile glove market is segmented by powdered and powder-free. The powder-free nitrile gloves market will grow at a higher CAGR than the powdered, during the projected period, because of growing health concerns regarding the use of powdered gloves. The recent Food and Drug Administration (FDA) ban on the use of powdered gloves in healthcare facilities further reduces the demand for powdered nitrile gloves, thereby positively impacting the growth of the powder-free nitrile gloves market.

**By end-use industry**, global nitrile glove market is segmented by healthcare, automotive, oil and gas, food processing, construction, chemical, and others. Healthcare accounted for a large share in the global nitrile glove market in 2018 and is projected to continue dominating the market until the end of the forecast period.

**Geographically**, the global nitrile glove market is segmented by North America, South America, Europe, Middle East and Africa, and Asia-Pacific. Advanced economies such as EU, U.S., and Japan collectively account for about 68% of global glove consumption.

**North America** dominated the global Disposable Gloves market with a market revenue share of 28% in 2019, rising to 36% in 2020, but their market share is dependent primarily on imported products. Currently, Asia Pacific is expected to experience the highest CGAR during the forecast period largely due to demand and their dominance in disposable glove manufacturing facilities.

**Jebtal's** ability to produce nitrile gloves, made in Michigan, has the potential to facilitate more efficient delivery systems and costs, while enhancing the U.S. economy by providing local jobs.

## 4.1 Market Segmentation

### By Application - Segment Analysis

Based on the application, the Nitrile Medical Gloves Market is segmented into examination gloves, surgical gloves, chemotherapy gloves, and others. The surgical gloves segment is forecast to be the

fastest-growing segment and is projected to grow at a CAGR of 5.8% during the forecast period 2020-2025. This is primarily due to its features such as high tensile strength, sensitivity, tactility and accuracy that are driving its demand. Also, its resistance to needlestick injury and abrasions, protection from contamination and preventing bacteria and other pathogens from entering the sterile surgical area.

### By Use - Segment Analysis

Based on use, the nitrile medical gloves market is segmented into disposable and reusable. In 2019, disposable held the largest share in the nitrile medical gloves market. This is due to the growing demand for disposable gloves in pharmaceuticals, biotechnology industry, healthcare, and medical facilities among others and helps to protect germs and infection from spreading to other persons. Moreover, rising awareness about health safety and the growing number of surgeries across the globe are contributing to the dynamic growth of this segment.

### Geography - Segment Analysis

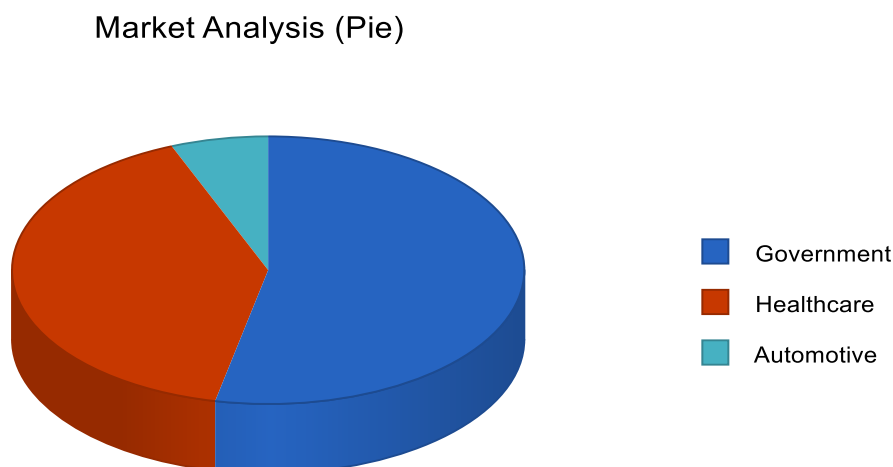
In 2019, North America dominated the nitrile medical gloves market share, accounting for 33% of the market. This is mainly because of increasing concern related to disease, and rising demand for disposable gloves. The FDA approves gloves that are used for medical purposes while the Office of Food Additive Safety, Division of Food Contact Notification is responsible for reviewing gloves submitted for food-contact use in the food industry. Nitrile gloves have been certified by both the U.S. and Canadian Food Inspection Agency (CFIA) for food handling and food preparation in North America (IndustryARC, 2020).

However, the Asia-Pacific region is forecast to be the fastest-growing during the forecast period 2020-2025. This is because of growth in the healthcare sector, especially in China, India, and South Korea. Also, growth, safety and hygiene awareness amongst healthcare providers and patients are contributing to the dynamic growth in the nitrile medical gloves market.

**Table: Market Analysis**

Market Analysis		Year 1	Year 2	Year 3	Year 4	Year 5	
Potential Customers	Growth						CAGR
Government	6%	328,200,000	347,892,000	368,765,520	390,891,451	414,344,938	6.00%
Healthcare	6%	250,000,000	264,250,000	279,312,250	295,233,048	312,061,332	5.70%
Automotive	1%	37,590,000	38,116,260	38,649,888	39,190,986	39,739,660	1.40%
Total	5.61%	615,790,000	650,258,260	686,727,658	725,315,485	766,145,930	5.61%

## Chart: Market Analysis (Pie)



### 4.2 Target Market Segment Strategy

#### Target market

Jehtal's current target market strategy is to supply current stock and "reserves" for the following industries: **Government, Healthcare, and Automotive.**

The **healthcare industry**, alone, is slated to drive the demand of nitrile disposable gloves to a CGAR of More Than 12.5 %. The Covid-19 pandemic has expanded and escalated the need for PPE reserves at both the Healthcare and Government levels. A local production facility could focus on supplying reserve stock in quick response to escalating needs. For medical and health care facility settings, powder-free disposable gloves are advised to reduce the risk of blood and other bodily fluids contamination. This is also used to avoid pathogens from healthcare workers transmitted to patients and vice versa.

Increasing global health awareness and health care reforms will enable enormous growth potential in emerging markets. If the current pandemic endures, some analysts have even projected growth to reach to reach more than USD \$20 billion by the end of 2025.

Thick puncture-resistant nitrile gloves are used in the **automotive industry** for providing protection against engine lubricants and oil. High resistance of nitrile rubber to oils, acids, and chemicals as compared to other types of rubbers is anticipated to augment its demand in several other industries including construction, chemical and petrochemical, and oil and gas. JMC's initial target will be the automotive industry, with plans to expand into the other mentioned industries as demand requires.

## 6.1 SWOT Analysis

### 6.1.1 Strengths

#### **Rising awareness regarding hygiene**

Growing prevalence of diseases such as swine flu, HIV, and other diseases has created an increased awareness regarding hygiene. This is boosting the demand for nitrile medical gloves market.

Growing consciousness about health is also driving the growth of the market. Moreover, favorable government policies for the growth of the healthcare sector are contributing to the dynamic growth.

#### **Growing number of contagious diseases**

An increase in the number of contagious diseases across the globe is driving the growth of the market. Contagious diseases are detected and diagnosed with the help of medical tests, using gloves. Moreover, a rising number of infectious diseases and improved healthcare facilities is contributing to dynamic growth.

#### **Key Strength Factors**

- Premium products at low cost
- Produced locally so available locally
- Fast turnaround
- Save on shipping costs
- Superior background of company owners
- Employ local workers

### 6.1.2 Weaknesses

#### **Challenges – Nitrile Medical Gloves Market**

The high cost of nitrile gloves creates a hurdle for the growth of the market. Moreover, the lack of knowledge about hygienic products in rural areas has increased the cost burden on manufacturers, further increases the expense of the product and thus restraining the growth of the market.

- New company
- Market presence is being developed
- Brand is being developed

### 6.1.3 Opportunities

- First to market local production
- Develop partnerships
- Exclusive brand opportunities
- Social and community impact
-

#### **6.1.4 Threats**

- Changes in regulations
- Economic uncertainty
- Changes in loyalty to more established brands

#### **6.2 Competitive Edge**

Our competitive edge is our knowledge and ability to develop manufacturing plants for much needed disposable gloves at affordable prices in the United States.

#### **6.3 Sales Strategy**

Jehtal Imports, LLC will begin pre-sale production lines to government agencies, large health care, and retail corporations approximately 24 months before assembly construction and installation is complete. Our strategy will be to respond to many of the government and corporate entities who are looking for American produced goods and inform them about the construction of our new plant in the United States. We will develop a key presence in the United States by promoting our company as an American PPE manufacturing company, to support our country's effort to bring PPE manufacturing to North America. We plan to become a dominant force in domestic and global sales.

##### **Tax Incentives**

JMC will hire a lobbyist to help promote pre-ordered transactions to governments and hospitals. We will campaign for federal and state governments to give our customers tax incentives for purchasing American-made PPE products.

#### **6.4.1 Sales Forecast**

During our construction period, Jehtal Imports, LLC will focus on selling its private label Jehtal nitrile gloves via B2B and B2C. We will hire a dynamic sales force with an impressive sales background and network. We will also invest strongly in PR marketing to introduce our new U.S. nitrile glove factory. JMC plans to be an example of *America Moving Forward* as a strong manufacturing and automation force.

Order inquiries on nitrile gloves are as high as 100 million-plus boxes. Jehtal plans to fulfill 75% of our plant's capacity. Once we master the first plant production process, we will build other plants throughout North and South America.

##### **Pricing and Costs**

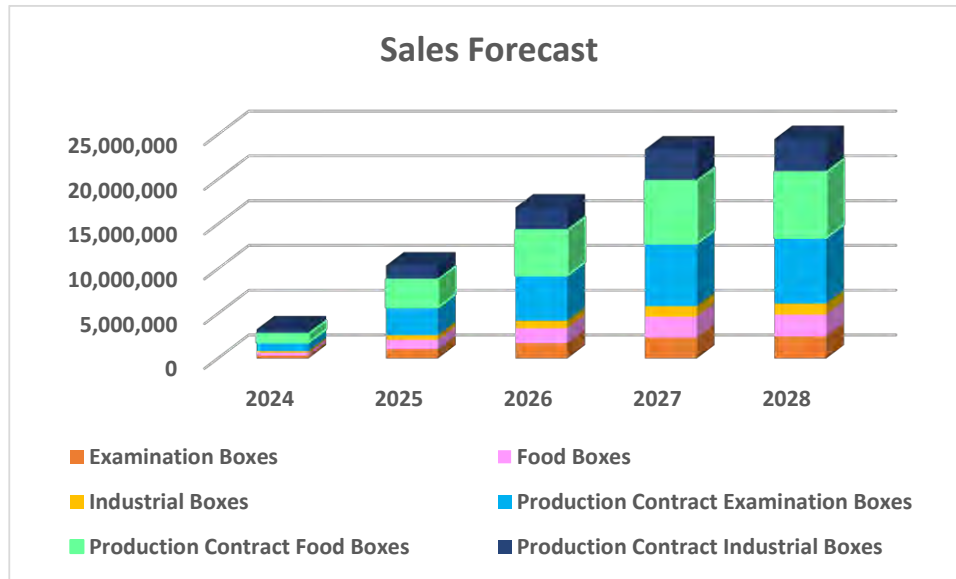
With inflation being high, our costs become very competitive due to the risk we are taking today with overseas purchasing. As war tensions increase and the supply chain continues to become complex with global obstacles, our cost creates an opportunity for businesses to transact safely with less risk on delivery. The average large bulk price ranges today range from \$2.50 (3mil to 4 mil), gloves from Asian markets (China, Malaysia, Thailand), to \$8.50 (4 mil to 6 mil).

In our Sales forecast you will see that our costs are competitive with Asian markets, due to our manufacturing layout being comparable to Asian manufacturing styles. This does not include our automation plans to scale our processes. Once we integrate our automation plans with robotic technology, we will become even more sufficient with pricing. This will make us very attractive to the market globally.

**Table: Sales Forecast**

Sales Forecast					
	2024	2025	2026	2027	2028
<b>Unit Sales</b>					
Examination Boxes	324,000	1,036,800	1,684,800	2,332,800	2,449,440
Food Boxes	324,000	1,036,800	1,684,800	2,332,800	2,449,440
Industrial Boxes	162,000	518,400	842,400	1,166,400	1,224,720
Production Contract Examination Boxes	972,000	3,110,400	5,054,400	6,998,400	7,348,320
Production Contract Food Boxes	972,000	3,110,400	5,054,400	6,998,400	7,348,320
Production Contract Industrial Boxes	486,000	1,555,200	2,527,200	3,499,200	3,674,160
<b>Total Unit Sales</b>	<b>3,240,000</b>	<b>10,368,000</b>	<b>16,848,000</b>	<b>23,328,000</b>	<b>24,494,400</b>
<b>Unit Prices</b>					
Examination Boxes	\$6.50	\$6.50	\$6.50	\$6.50	\$6.50
Food Boxes	\$6.40	\$6.40	\$6.40	\$6.40	\$6.40
Industrial Boxes	\$8.50	\$8.50	\$8.50	\$8.50	\$8.50
Production Contract Examination Boxes	\$6.99	\$6.99	\$6.99	\$6.99	\$6.99
Production Contract Food Boxes	\$6.40	\$6.40	\$6.40	\$6.40	\$6.40
Production Contract Industrial Boxes	\$8.99	\$8.99	\$8.99	\$8.99	\$8.99
<b>Direct Unit Costs</b>					
Examination Boxes	\$3.87	\$3.87	\$3.87	\$3.87	\$3.87
Food Boxes	\$3.22	\$3.22	\$3.22	\$3.22	\$3.22
Industrial Boxes	\$4.51	\$4.51	\$4.51	\$4.51	\$4.51
Production Contract Examination Boxes	\$3.87	\$3.87	\$3.87	\$3.87	\$3.87
Production Contract Food Boxes	\$3.22	\$3.22	\$3.22	\$3.22	\$3.22
Production Contract Industrial Boxes	\$4.51	\$4.51	\$4.51	\$4.51	\$4.51

**Chart: Sales by Year**



**6.5 Milestones**

Milestones are very important in the manufacturing process. Time management will be a key factor in our quest to complete plant construction. Below is our estimated timeline to build a plant and to install nine total production lines.

Buy Land & taxes	12/1/2022	2/28/2023	1,500,000	Management
Construct building	2/1/2023	5/30/2024	17,550,000	Construction team
Utilities & Infrastructure	2/1/2023	5/30/2024	12,960,000	Construction team
Detailed Line design	1/1/2023	3/31/2023	175,000	Project team
Production Lines 1,2&3	4/1/2023	8/31/2024	12,900,000	Project team
Chemicals & Mixing facility	10/1/2023	4/30/2026	2,150,000	
Quality lab, Process monitoring	7/1/2023	5/31/2026	800,000	Quality team
Warehousing & Packaging	6/1/2023	12/31/2026	4,425,000	Logistics team
SCADA & IT infrastructure	10/1/2023	3/31/2024	1,000,000	IT Team
Production Lines 4,5 & 6	5/1/2024	11/30/2025	13,400,000	Project team
Production Lines 7,8 & 9	5/1/2025	9/30/2026	13,400,000	Project team
Automation & Robotic packing	9/1/2024	7/31/2027	10,000,000	Project team



## 7.0 Management Summary

**James Buford, CEO and President**, a Systems Engineer from DeVry University, has over 10 years of experience in software and business development. Mr. Buford is known for his entrepreneurial background and has participated in growing multiple start-up companies, both domestically and internationally. He has been involved in projects with domestic companies such as Target Corporation, Jeep, Kelly Services, Radio One, and United States Manufacturing Corp. Business development is one of his specialties from fund raising, team development, and sales. He also has strengths in business planning, budgeting, and execution process. Mr. Buford has developed business relationships around the world in countries such as India, Malaysia, and Australia. He has successfully established teams that he manages in these areas. His focus is to use his background in software development and manufacturing to create future technologies for better processing and logistics.

Mr. Buford will take a board seat and will be a student learning from experience experts in managing a plant. He is currently begin mentored by Mr. Jauhri, who resigns in India. Mr. Jauhri has been training Mr. Buford for the past three years on how to properly build a plant using Asian style and integrate it with western standards. He will continue to be a student until he is ready to play a lead role in the managing of the plant. Distribution will be his priority while being a student.

**Chief Project Manager, Shashank Jauhri**, an Electrical Engineer from IIT- BHU Varanasi, has a rich experience of more than four decades in diverse roles, spread across all the different functions, with reputed Indian and global organizations such as Tata Motors, JCB UK, Carraro Italy and Vallourec France. He is fully conversant with international work culture focusing on all aspects of starting, developing and running an organization and nurturing them to achieve objectives and exceed targets. He has implemented Lean Manufacturing principles in Organization Design, Operational Excellence, and process-driven structures for optimizing performance. He has led the teams for new facilities and expansion projects, and is well-versed in planning, budgeting, and execution process. He has implemented new initiatives and strategies to increase the profitability of the business through competent, cost-effective, and efficient result-oriented organization. Organization vision, strategy and performance management systems were built by him to align all key initiatives of the organization.

Mr. Jauhri has been the chief project manager by establishing the current team. From Architecture to Engineering, Mr. Jauhri has been influential in communicating with selected architects and engineers to review current schematics for construction. He has also been communicating with domestic-selected construction companies' teams to give them the proper information to build a plant. He is prepping architects and engineers before they arrive on business visas.

### **P. NAVEEN KUMAR REDDY**

Has eight years of experience in glove manufacturing, with high hands-on knowledge producing Exam and Surgical Nitrile gloves. His expertise is in glove manufacturing process variation reduction. His

leadership skills, and ability to integrate theoretical knowledge into practical real-world situations, make him a most effective resource person to impart knowledge in the areas of Process Quality, Maintenance and Manufacturing Engineering.

His major strength is R&D and quick adoption, He understood the glove industry in a short span and developed new business strategies and plans in end-to-end process ensuring their alignment with short-term and long-term objectives.

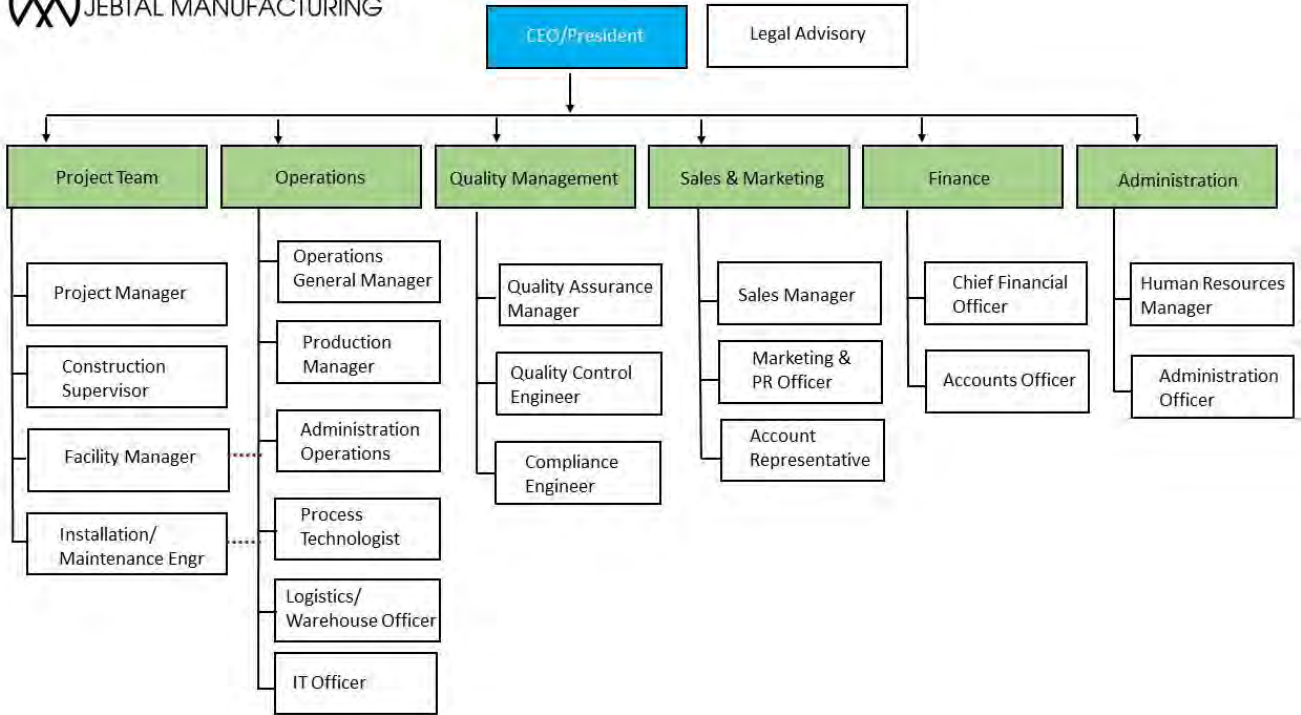
### **Achievements**

- 7% improvement in production output by introduces new techniques in production line, and controlling in heating system, and change in chemical compounding.
- 10% reduce the cost in packing process by introducing semi-automated in sealing the pouches.
- 15% personnel reduction by introducing semi-automated process in production and packing areas.

Participated in more than 10 glove exhibitions as an exhibitor and built strong relationships with domestic and international clients, manufacturers, and industry related people.

Mr. Reddy will commute between India and the United States to work with architects and engineers, selected by him, to work with the domestic plant and facility managers through construction completion.

**Chief Financial Officer, Baker Tilly Consultants,** Baker Tilly will assist with the analysis of the monthly financial results under the supervision and management direction, until a permanent CFO can be placed. Kurt Siebenaller represents Baker Tilly Consultants. His email is:  
[kurt.siebenaller@bakertilly.com](mailto:kurt.siebenaller@bakertilly.com).



Jebtal Manufacturing legal advisory will be Butzel Long of Michigan. Beth Gotthelf is the lead attorney for manufacturing. Her email is: [gotthelf@butzel.com](mailto:gotthelf@butzel.com)

## 8.0 Financial Plan

### Personnel: Cost

Nitrile glove style of manufacturing will be a new manufacturing process to many domestic professionals and non-skilled workers in the United States. We will hire our staff in milestones, so that we can have a streamlined process of training and knowledge within our environment. Our initial staff will be a plant and facility manager, who will work with our architect, engineers, and third-party contractors. and construction team during the building of the plant. Once the roof and the ground floor are completed (estimated time: eight months), plant and facility management will begin to bring in the proper domestic teams to assist the above teams in the installation of the first production line. Once the first line is completed, we will continue to install the next two lines. Our hired expert sales team will focus on securing production contracts.

As we train and build our teams, we will create more jobs in Michigan. We estimate 600 employees after the completion of nine lines.

Production Personnel					
Quality Manager Rate \$12,000	\$120,000	\$120,000	\$132,000	\$145,200	\$145,200
Production Manager Rate - \$8000	\$96,000	\$96,000	\$106,000	\$116,600	\$116,600
Production Engineers Rate- \$4500	\$99,000	\$180,000	\$297,000	\$326,700	\$326,700
Maintenance Engineer Rate- \$4500	\$54,000	\$108,000	\$178,200	\$196,020	\$196,020
Quality Engineers Rate -\$4500	\$54,000	\$108,000	\$178,200	\$196,020	\$196,020
Supervisors Rate -\$3,500	\$420,000	\$661,500	\$909,563	\$1,000,519	\$1,000,519
Skilled Workers Rate - \$3200	\$2,304,000	\$4,896,000	\$6,732,000	\$7,405,200	\$7,405,200
Non Skilled Rate - \$2880	\$1,771,200	\$3,672,000	\$5,049,000	\$5,553,900	\$5,553,900
Subtotal	\$4,918,200	\$9,841,500	\$13,581,963	\$14,940,159	\$14,940,159
Sales and Marketing Personnel					
Production Contract Manager - Cardinal Heath	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Production Contract Manager - Medline	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Production Contract Manager - Owen and Minor	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Production Contract Manager - Mckesson	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Production Contract Manager - Automotive	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Subtotal	\$550,020	\$550,020	\$605,022	\$665,524	\$665,524
General and Administrative Personnel					
Plant General Manager/ Facility Manager	\$162,000	\$162,000	\$178,200	\$196,020	\$196,020
Chief Operations Officer	\$162,000	\$162,000	\$178,200	\$196,020	\$196,020
Chief Financial Officer	\$114,996	\$114,996	\$126,496	\$139,145	\$139,145
Human Resources Director	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Computer Information Systems	\$110,004	\$110,004	\$121,004	\$133,105	\$133,105
Network Systems Engineer	\$60,000	\$72,000	\$79,200	\$87,120	\$87,120
Subtotal	\$719,004	\$731,004	\$804,104	\$884,515	\$884,515
Other Personnel					
Office manager Rate - \$5,000	\$60,000	\$120,000	\$132,000	\$205,200	\$205,200
Bookeeping Rate - \$4,167	\$75,004	\$100,008	\$160,013	\$176,014	\$176,014
Office Admin Rate - \$3,333	\$106,656	\$119,988	\$138,653	\$152,518	\$152,518
Administrative Assistant Rate - \$4,500	\$117,000	\$216,000	\$237,600	\$261,360	\$261,360
Data Entry Rate - \$3,333	\$40,000	\$79,992	\$94,657	\$104,123	\$104,123
Subtotal	\$398,660	\$635,988	\$762,923	\$899,215	\$899,215

## Profit and Loss

Pro Forma Profit and Loss					
	2024	2025	2026	2027	2028
Sales	\$22,940,820	\$73,410,624	\$119,292,264	\$165,173,904	\$173,432,599
Direct Cost of Sales	\$12,105,288	\$38,736,922	\$62,947,498	\$87,158,074	\$91,515,977
Production Payroll	\$4,918,200	\$9,841,500	\$13,581,963	\$14,940,159	\$14,940,159
Other Costs of Sales	\$0	\$0	\$0	\$0	\$0
Total Cost of Sales	\$17,023,488	\$48,578,422	\$76,529,461	\$102,098,233	\$106,456,137
Gross Margin	\$5,917,332	\$24,832,202	\$42,762,803	\$63,075,671	\$66,976,463
Gross Margin %	25.79%	33.83%	35.85%	38.19%	38.62%
<b>Operating Expenses</b>					
<b>Sales and Marketing Expenses</b>					
Sales and Marketing Payroll	\$550,020	\$550,020	\$605,022	\$665,524	\$665,524
Advertising/Promotion	\$60,000	\$60,000	\$66,000	\$72,600	\$79,860
Other Sales and Marketing Expenses	\$30,000	\$120,000	\$132,000	\$145,200	\$159,720
Total Sales and Marketing Expenses	\$640,020	\$730,020	\$803,022	\$883,324	\$905,104
Sales and Marketing %	2.79%	0.99%	0.67%	0.53%	0.52%
<b>General and Administrative Expenses</b>					
General and Administrative Payroll	\$719,004	\$731,004	\$804,104	\$884,515	\$884,515
Marketing/Promotion	\$60,000	\$120,000	\$132,000	\$145,200	\$159,720
Rent	\$1,200,000	\$1,200,000	\$1,320,000	\$1,452,000	\$1,597,200
Utilities \$1.80 per sq ft (160,000)	\$2,742,000	\$3,456,000	\$3,801,600	\$4,181,760	\$4,599,936
Insurance	\$140,000	\$172,000	\$189,200	\$208,120	\$228,932
Payroll Taxes	\$987,883	\$1,763,777	\$2,363,102	\$2,608,412	\$2,608,412
Other General and Administrative Exp	\$37,500	\$60,000	\$66,000	\$72,600	\$79,860
Total General and Administrative Exp	\$5,886,387	\$7,502,781	\$8,676,006	\$9,552,607	\$10,158,575
General and Administrative %	25.66%	10.22%	7.27%	5.78%	5.86%
<b>Other Expenses:</b>					
Other Payroll	\$398,660	\$635,988	\$762,923	\$899,215	\$899,215
Consultants	\$120,000	\$120,000	\$132,000	\$145,200	\$159,720
Other Expenses	\$0	\$0	\$0	\$0	\$0
Total Other Expenses	\$518,660	\$755,988	\$894,923	\$1,044,415	\$1,058,935
Other %	2.26%	1.03%	0.75%	0.63%	0.61%
Total Operating Expenses	\$7,045,067	\$8,988,789	\$10,373,951	\$11,480,346	\$12,122,614
Profit Before Interest and Taxes	(\$1,247,735)	\$15,663,414	\$32,388,852	\$51,595,325	\$54,853,848

# Monthly P&L 2024

Pro Forma Profit and Loss	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2024
<b>Sales</b>	\$0	\$0	\$0	\$0	\$0	\$0	\$1,529,388	\$3,058,776	\$4,588,164	\$4,588,164	\$4,588,164	\$4,588,164	\$22,940,820
Direct Cost of Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$807,019	\$1,614,038	\$2,421,058	\$2,421,058	\$2,421,058	\$2,421,058	\$12,105,288
Production Payroll	\$27,000	\$57,000	\$89,000	\$249,200	\$422,000	\$582,000	\$582,000	\$582,000	\$582,000	\$582,000	\$582,000	\$582,000	\$4,918,200
Other Costs of Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Cost of Sales</b>	\$27,000	\$57,000	\$89,000	\$249,200	\$422,000	\$582,000	\$1,389,019	\$2,196,038	\$3,003,058	\$3,003,058	\$3,003,058	\$3,003,058	\$17,023,488
<b>Gross Margin</b>	(\$27,000)	(\$57,000)	(\$89,000)	(\$249,200)	(\$422,000)	(\$582,000)	\$140,369	\$862,738	\$1,585,106	\$1,585,106	\$1,585,106	\$1,585,106	\$5,917,332
<b>Gross Margin %</b>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	9.18%	28.21%	34.55%	34.55%	34.55%	34.55%	25.79%
<b>Operating Expenses</b>													
<b>Sales and Marketing Expenses</b>													
Sales and Marketing Payroll	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$550,020
Advertising/Promotion	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Other Sales and Marketing Expenses	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$30,000
<b>Total Sales and Marketing Expenses</b>	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$53,335	\$640,020
<b>Sales and Marketing %</b>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	3.49%	1.74%	1.16%	1.16%	1.16%	1.16%	2.79%
<b>General and Administrative Expenses</b>													
General and Administrative Payroll	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$59,917	\$719,004
Marketing/Promotion	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Rent	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$1,200,000
Utilities \$1.80 per sq ft (160,000)	\$50,000	\$100,000	\$144,000	\$144,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$2,742,000
Insurance	\$5,000	\$5,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$13,000	\$140,000
Payroll Taxes	\$22,963	\$27,963	\$32,763	\$57,968	\$83,888	\$107,888	\$108,513	\$109,188	\$109,188	\$109,188	\$109,188	\$109,188	\$987,883
Other General and Administrative Expen	\$10,000	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$2,500	\$37,500
<b>Total General and Administrative Exp</b>	\$252,880	\$300,380	\$357,180	\$382,385	\$552,305	\$576,305	\$576,930	\$577,605	\$577,605	\$577,605	\$577,605	\$577,605	\$5,886,387
<b>General and Administrative %</b>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	37.72%	18.88%	12.59%	12.59%	12.59%	12.59%	25.66%
<b>Other Expenses:</b>													
Other Payroll	\$20,333	\$23,666	\$23,666	\$31,499	\$31,499	\$31,499	\$35,666	\$40,166	\$40,166	\$40,166	\$40,166	\$40,166	\$398,660
Consultants	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$120,000
Other Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Other Expenses</b>	\$30,333	\$33,666	\$33,666	\$41,499	\$41,499	\$41,499	\$45,666	\$50,166	\$50,166	\$50,166	\$50,166	\$50,166	\$518,660
<b>Other %</b>	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	2.99%	1.64%	1.09%	1.09%	1.09%	1.09%	2.26%
<b>Total Operating Expenses</b>	\$336,548	\$387,381	\$444,181	\$477,219	\$647,139	\$671,139	\$675,931	\$681,106	\$681,106	\$681,106	\$681,106	\$681,106	\$7,045,067
<b>Profit Before Interest and Taxes</b>	(\$373,548)	(\$454,381)	(\$543,181)	(\$736,419)	(\$1,079,139)	(\$1,263,139)	(\$545,562)	\$171,632	\$894,000	\$894,000	\$894,000	\$894,000	(\$1,247,735)

# Monthly P&L 2025

Pro Forma Profit and Loss	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2025
<b>Sales</b>	\$4,588,164	\$4,588,164	\$4,588,164	\$4,588,164	\$4,588,164	\$6,117,552	\$6,117,552	\$6,117,552	\$7,646,940	\$7,646,940	\$7,646,940	\$9,176,328	\$73,410,624
Direct Cost of Sales	\$2,421,058	\$2,421,058	\$2,421,058	\$2,421,058	\$2,421,058	\$3,228,077	\$3,228,077	\$3,228,077	\$4,035,096	\$4,035,096	\$4,035,096	\$4,842,115	\$38,736,922
Production Payroll	\$591,000	\$591,000	\$591,000	\$591,000	\$778,500	\$789,000	\$789,000	\$957,000	\$957,000	\$957,000	\$1,125,000	\$1,125,000	\$9,841,500
Other Costs of Sales	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Cost of Sales</b>	\$3,012,058	\$3,012,058	\$3,012,058	\$3,012,058	\$3,199,558	\$4,017,077	\$4,017,077	\$4,185,077	\$4,992,096	\$4,992,096	\$5,160,096	\$5,967,115	\$48,578,422
Gross Margin	\$1,576,106	\$1,576,106	\$1,576,106	\$1,576,106	\$1,388,606	\$2,100,475	\$2,100,475	\$1,932,475	\$2,654,844	\$2,654,844	\$2,486,844	\$3,209,213	\$24,832,202
Gross Margin %	34.35%	34.35%	34.35%	34.35%	30.26%	34.34%	34.34%	31.59%	34.72%	34.72%	32.52%	34.97%	33.83%
<b>Operating Expenses</b>													
<b>Sales and Marketing Expenses</b>													
Sales and Marketing Payroll	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$45,835	\$550,020
Advertising/Promotion	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Other Sales and Marketing Expenses	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$120,000
Total Sales and Marketing Expenses	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$60,835	\$730,020
Sales and Marketing %	1.33%	1.33%	1.33%	1.33%	1.33%	0.99%	0.99%	0.99%	0.80%	0.80%	0.80%	0.66%	0.99%
<b>General and Administrative Expenses</b>													
General and Administrative Payroll	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$60,917	\$731,004
Marketing/Promotion	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$120,000
Depreciation	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Rent	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$100,000	\$1,200,000
Utilities \$1.80 per sq ft (160,000)	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$288,000	\$3,456,000
Insurance	\$13,000	\$13,000	\$13,000	\$13,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$15,000	\$172,000
Payroll Taxes	\$112,613	\$112,613	\$112,613	\$112,613	\$140,738	\$142,313	\$142,313	\$167,513	\$167,513	\$167,513	\$192,713	\$192,713	\$1,763,777
Other General and Administrative Expen	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$5,000	\$60,000
Total General and Administrative Exp	\$589,530	\$589,530	\$589,530	\$589,530	\$619,655	\$621,230	\$621,230	\$646,430	\$646,430	\$646,430	\$671,630	\$671,630	\$7,502,781
General and Administrative %	12.85%	12.85%	12.85%	12.85%	13.51%	10.15%	10.15%	10.57%	8.45%	8.45%	8.78%	7.32%	10.22%
<b>Other Expenses:</b>													
Other Payroll	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$52,999	\$635,988
Consultants	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$10,000	\$120,000
Other Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Other Expenses	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$62,999	\$755,988
Other %	1.37%	1.37%	1.37%	1.37%	1.37%	1.03%	1.03%	1.03%	0.82%	0.82%	0.82%	0.69%	1.03%
<b>Total Operating Expenses</b>	\$713,364	\$713,364	\$713,364	\$713,364	\$743,489	\$745,064	\$745,064	\$770,264	\$770,264	\$770,264	\$795,464	\$795,464	\$8,988,789
<b>Profit Before Interest and Taxes</b>	\$847,743	\$847,743	\$847,743	\$847,743	\$630,118	\$1,340,412	\$1,340,412	\$1,147,212	\$1,869,580	\$1,869,580	\$1,676,380	\$2,398,749	\$15,663,414

# CAPEX Equipment

			TOTAL 2023	TOTAL 2024	TOTAL 2025	TOTAL 2026	TOTAL 2027	TOTAL 2028
		COST	9,255,000	19,745,000	21,200,000	9,800,000	4,075,000	-
Design & detailing			-	-	-			
Delivery of detailed drawings		175,000	175,000	-	-			
Line 1			-	-	-			
Order of equipment from Manufacturer		2,096,500	1,800,000	296,500	-			
Formers & Holders		303,500	280,000	23,500	-			
Fabrications in US		1,000,000	700,000	300,000	-			
Line proving & Product Approval		300,000	-	300,000	-			
Order Chemical storage and mixing facility			-	-	-			
Mixing & Componding Tanks, Piping		350,000	150,000	200,000	-			
Bulk Storage of NBR Latex		1,800,000	600,000	300,000	-	450,000	450,000	
Warehousing Equipment		575,000	100,000	475,000	-			
Quality Equipment			-	-	-			
Testing Lab Equipment		600,000	100,000	200,000	-	300,000		
In-process Monitoring equipment		200,000	-	200,000	-			
Packaging & Automation Equipment			-	-	-			
Conveyor, Workbenches and racks		850,000	-	850,000	-			
Packaging Equipment		3,000,000	-	1,600,000	1,400,000			
IT and Networking			-	-	-			
Process SCADA Automation		500,000	200,000	300,000	-			
Networking, Office Computers		500,000	100,000	250,000	-	150,000		
Line 2 & 3			-	-	-			
Order of equipment from Manufacturer		4,193,000	3,000,000	1,193,000	-			
Formers & Holders		607,000	200,000	407,000	-			
Fabrications in US		2,000,000	1,500,000	500,000	-			
Mixing & Componding Tanks, Piping		700,000	350,000	350,000	-			
In-process Monitoring equipment		400,000	-	400,000	-			
Conveyor, Workbenches and racks		850,000	-	850,000	-			
Line proving & Product Approval		450,000	-	450,000	-			
Line 4,5 & 6			-	-	-			
Order of equipment from Manufacturer		6,289,500	-	4,500,000	1,789,500			
Formers & Holders		910,500	-	800,000	110,500			
Fabrications in US		3,000,000	-	1,000,000	2,000,000			
Mixing & Componding Tanks, Piping		1,000,000	-	-	1,000,000			
In-process Monitoring equipment		500,000	-	-	500,000			
Conveyor, Workbenches and racks		1,100,000	-	-	1,100,000			
Line proving & Product Approval		600,000	-	-	600,000			
Line 7,8 & 9			-	-	-			
Order of equipment from Manufacturer		6,289,500	-	-	4,500,000	1,789,500		
Formers & Holders		910,500	-	-	800,000	110,500		
Fabrications in US		3,000,000	-	-	2,000,000	1,000,000		
Mixing & Componding Tanks, Piping		1,000,000	-	-	500,000	500,000		
In-process Monitoring equipment		500,000	-	-	-	500,000		
Conveyor, Workbenches and racks		1,100,000	-	-	400,000	700,000		
Line proving & Product Approval		600,000	-	-	-	600,000		
Automation & Robotic packaging		10,000,000	-	2,500,000	2,500,000	2,500,000	2,500,000	
Contingency 10%		5,825,000	-	1,500,000	2,000,000	1,500,000	825,000	
		64,075,000						



## CAPEX Building

		TOTAL 2023	TOTAL 2024	TOTAL 2025	TOTAL 2026	TOTAL 2027	TOTAL 2028
		22,607,675	9,438,972	-	-	-	-
Purchase of Land		-	-				
Contracts, Taxes & Fees	1,500,000	1,500,000	-				
Construction of all buildings		-	-				
Engineering, Design & Permit fees	718,635	600,000	118,635				
Site Management & civil construction	3,782,510	3,000,000	782,510				
Other Construction	5,727,403	4,000,000	1,727,403				
Pre-Engg Metal Building	3,957,675	3,957,675	-				
Contractor's fee	1,106,275	500,000	606,275				
Contingency 15%	2,293,875	1,000,000	1,293,875				
Utilities & Infrastructure		-	-				
Mechanical	2,296,550	1,500,000	796,550				
Electrical	2,921,000	2,000,000	921,000				
Boiler & Piping	1,483,500	1,200,000	283,500				
Water Chiller & Piping	431,250	250,000	181,250				
Process ventilation, compressor	782,000	500,000	282,000				
Water storage & Sanitary Piping	517,500	450,000	67,500				
Effluent Treatment plant	1,380,000	1,000,000	380,000				
Production Fire Protection	128,800	100,000	28,800				
Diesel Generator	805,000	400,000	405,000				
Contractor's fee	305,153	150,000	155,153				
Contingency 15%	1,657,613	500,000	1,157,613				
PML Bonds	251,908	-	251,908				
		-	-				
	# 32,046,647	-	-				