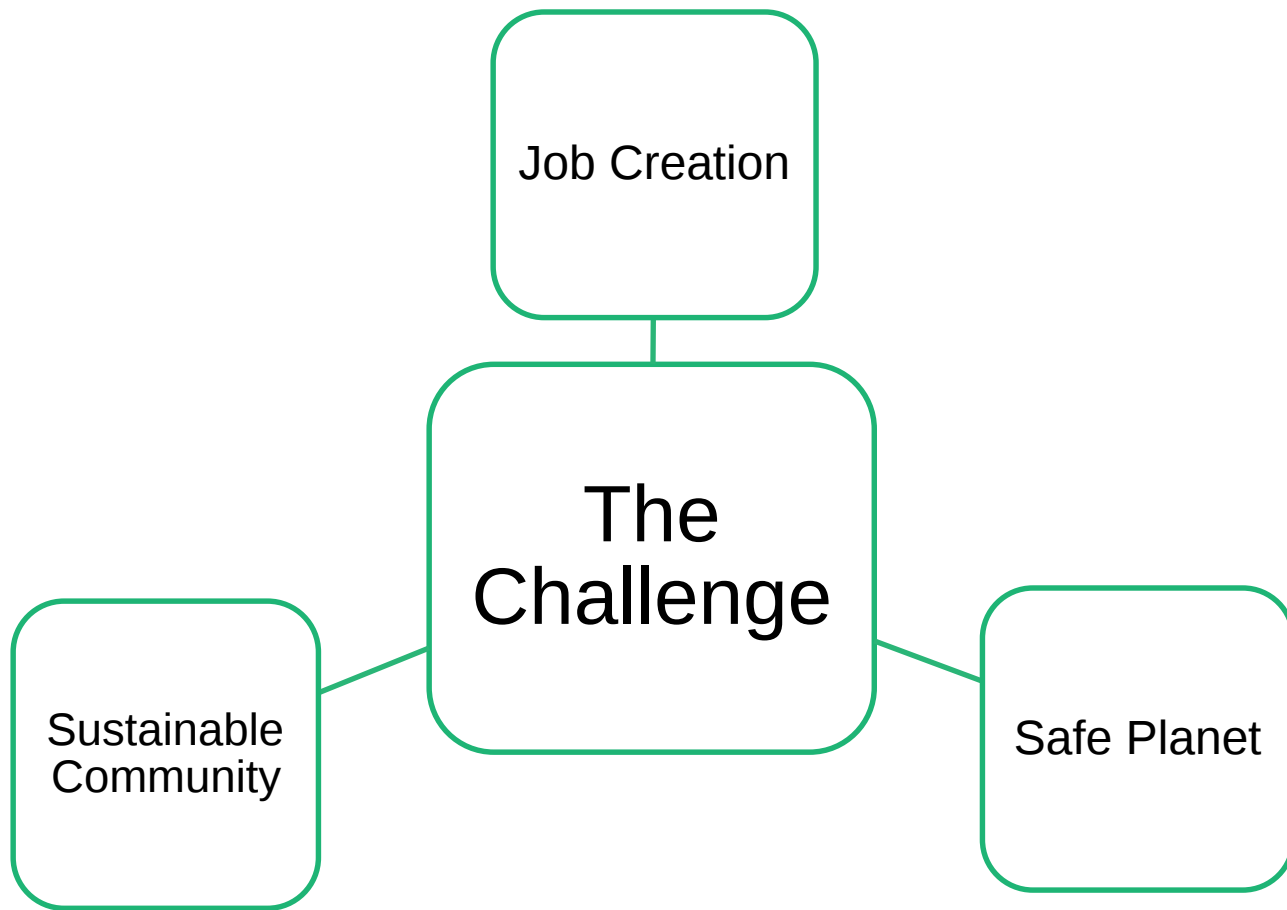


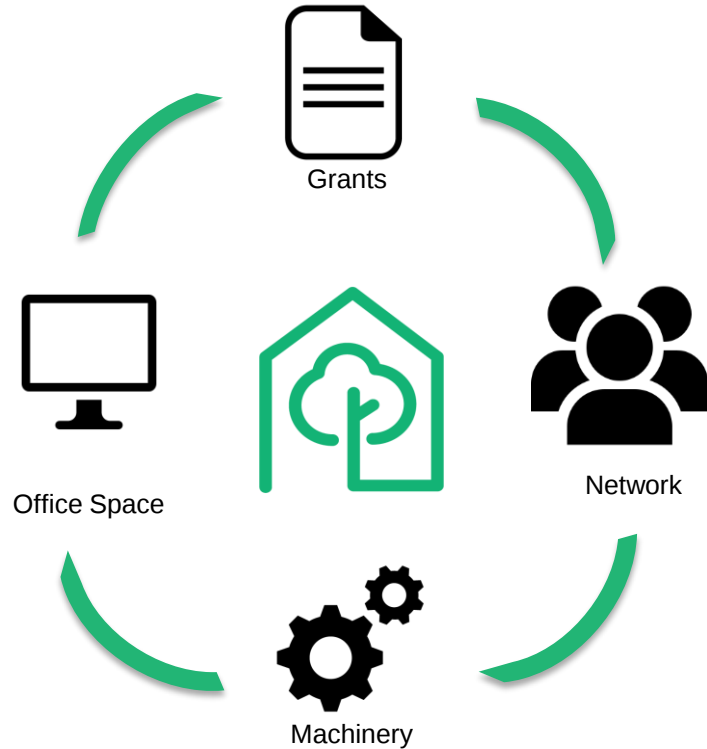


Nurturing businesses and our planet



VALUE PROPOSITION

Maker Incubator



Earthware



Problem:

Plastic cutlery is non-biodegradable, can leach toxic chemicals when handled improperly and is widely used. People do not reuse plastic cutlery. Urban unemployment

Earthware's solution:

100% biodegradable and compostable cutlery with the added benefit of soil replenishment.

Processing a \$5 million contract with MDC Schools to provide employment opportunities to urban job seekers.

ETV Value:

Prototyping Grant

Business model development (from B to C → B to B)

Below market cost Manufacturing facilities

Access to low cost capital (Grants, Loans, and Investors)

Market opportunity:
\$40 billion industry

Andromeda District



Problem:

Restaurants, hotels and many other urban businesses need green space.

Solution:

Make and manufacture self watering vertical walls.

ETV Value:

Prototyping Grant

Business model development (from B to C → B to B)

Below market cost Manufacturing facilities

Access to low cost capital (Grants, Loans, and Investors)

Andromeda District has secured 5 major contracts during their first 11 months with EcoTech including libraries and the Marriott.

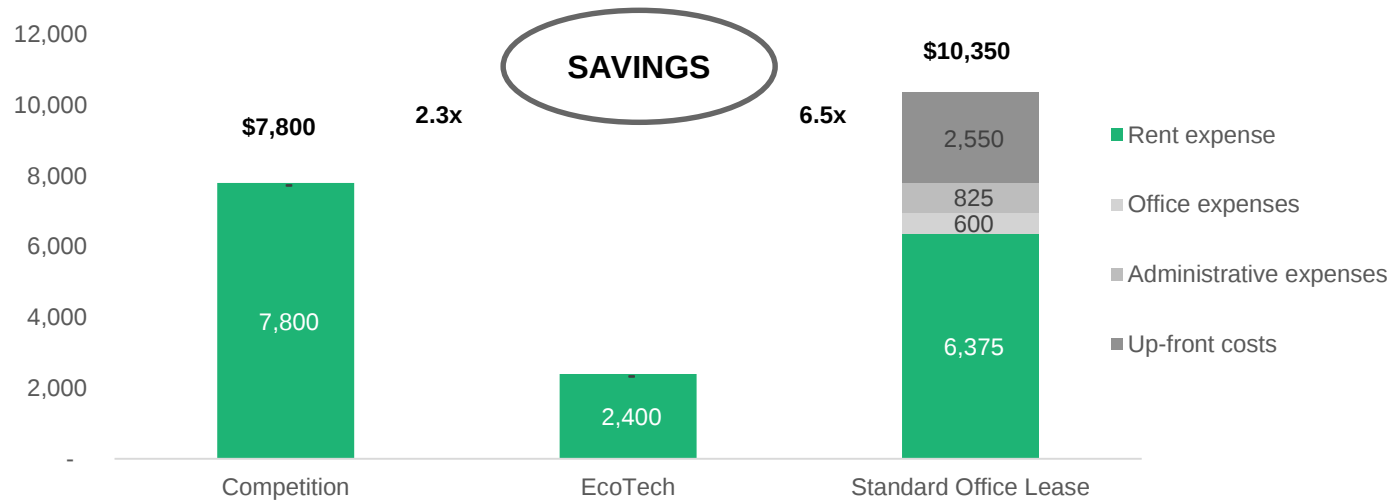
VALUE PROPOSITION

Maker Incubator

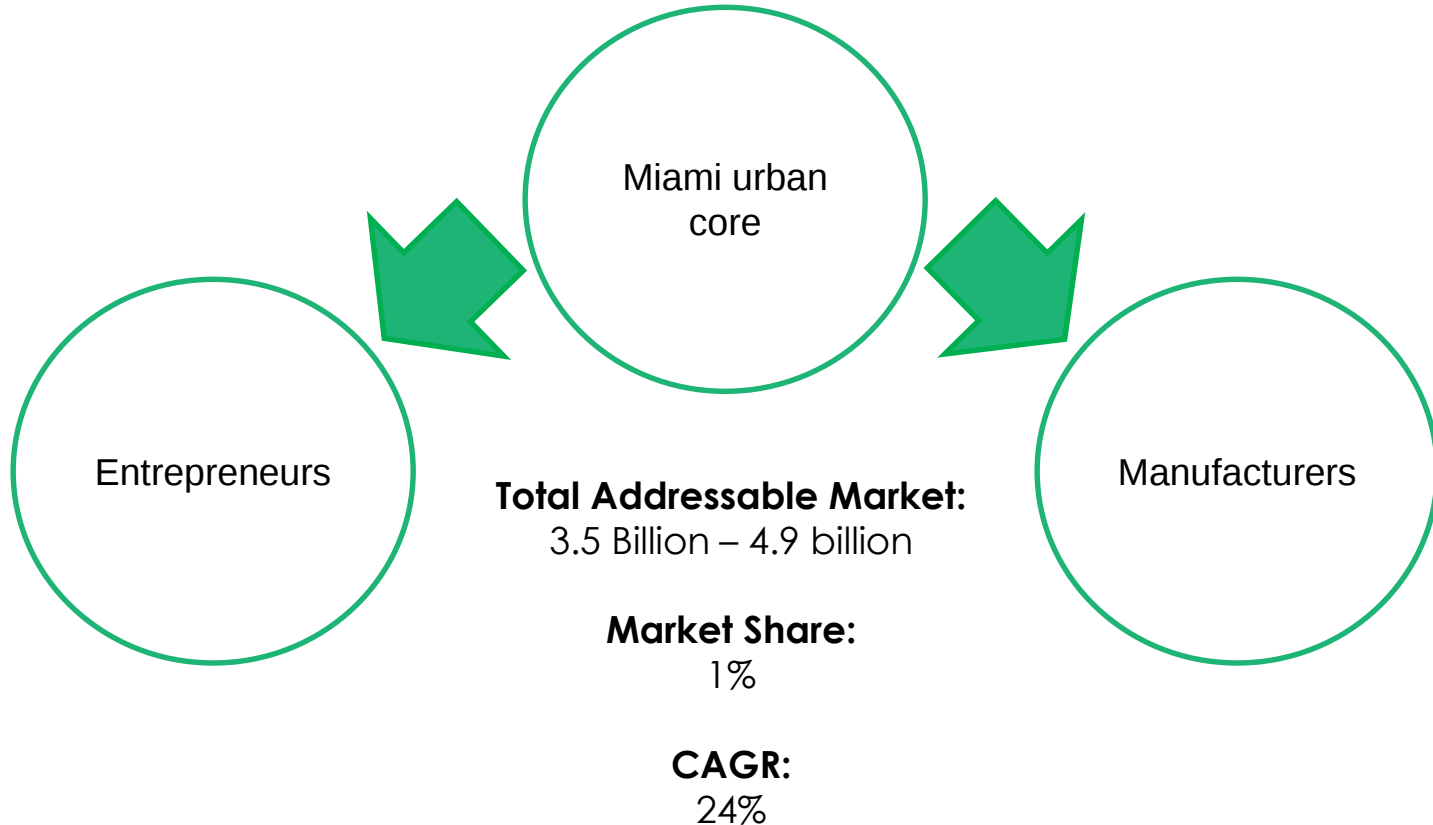
EcoTech offers meaningful financial savings compared to our competitors

Annual Space Cost Comparison

Vs. Standard Lease Office and Competition



MARKET SEGMENTATION



MARKET SEGMENTATION

High startup activity, strong manufacturing infrastructure, and large low-skilled labor force make California and Florida favorable for green manufacturing start-ups

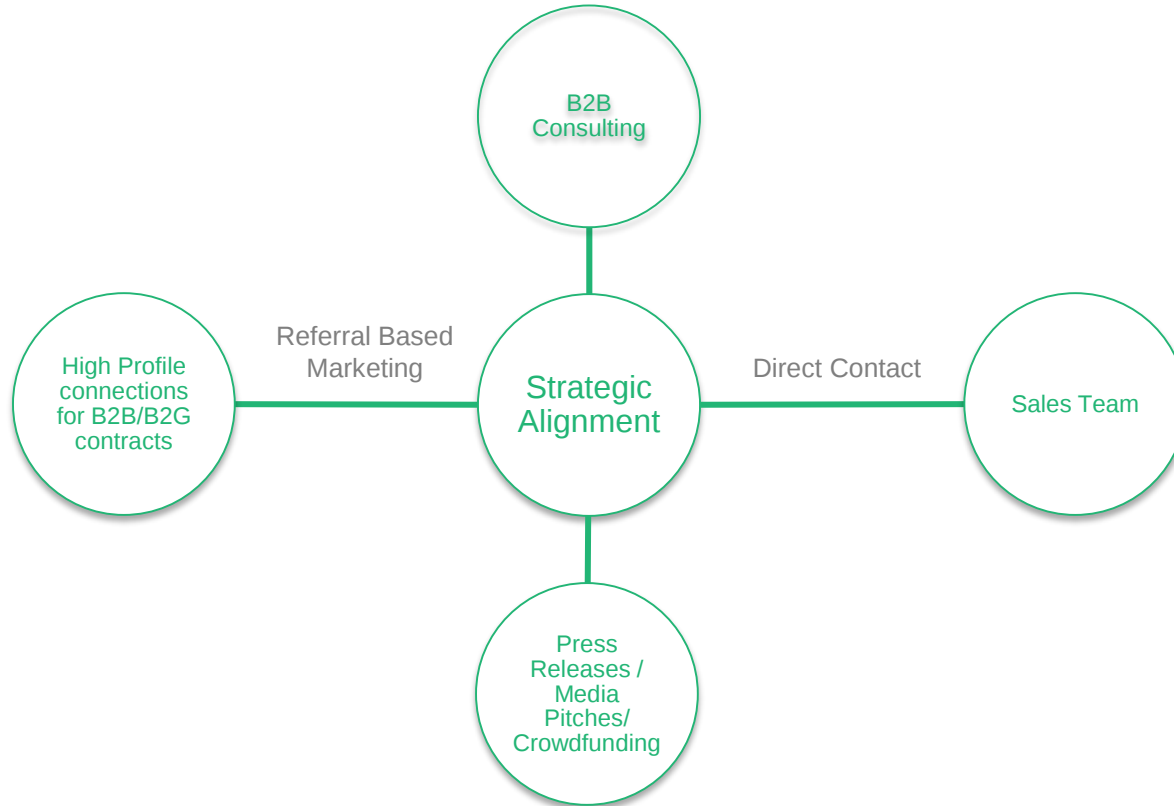
CA	FL
#1	#20
\$ 239 billion	\$ 39.6 billion
Manufacturing GDP	

CA	FL
#21	#15
61%	62%
Blue Collar Workforce	

CA	FL
#9	#3
2.9%	2.3%
Job Growth	

CA	FL
#2	#4
\$145.02 billion	\$56.43 billion
Manufacturing Good Exports	

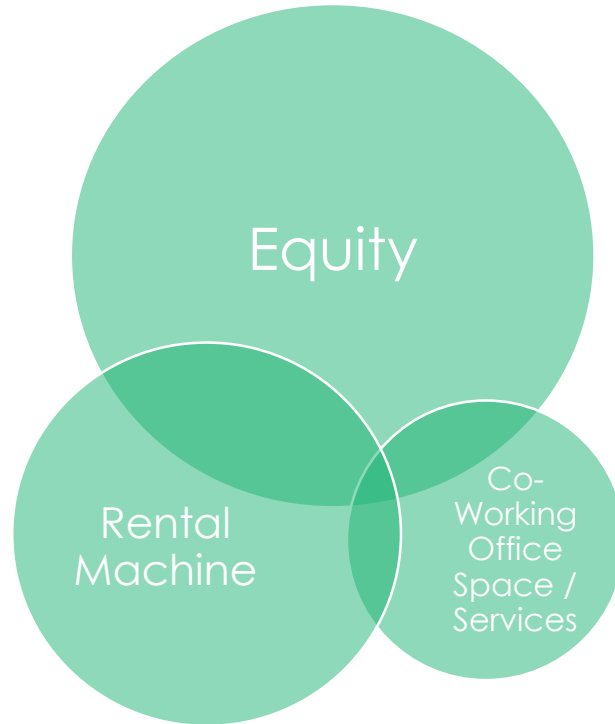
GO-TO-MARKET STRATEGY



FULL-LIFE CYCLE

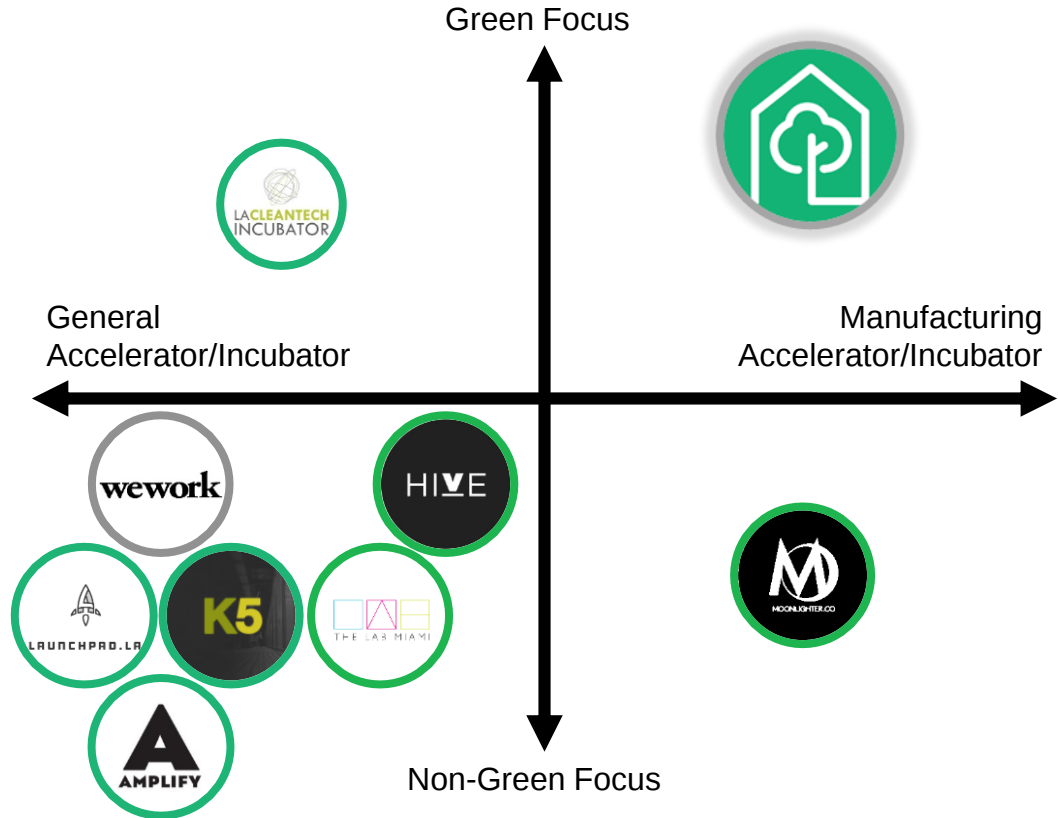


PROFIT MODEL

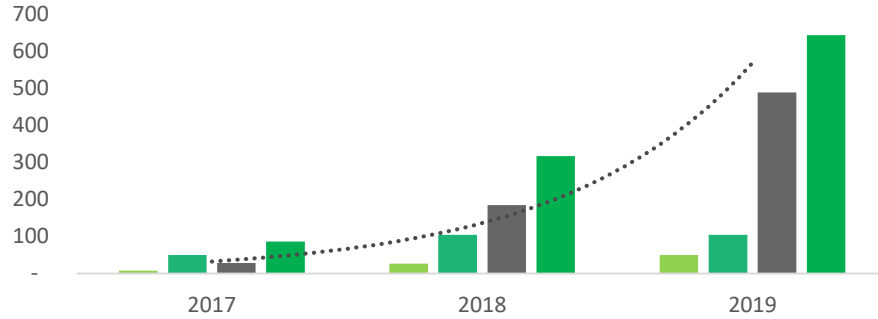


COMPETITION AND DIFFERENTIATION

- Unique Niche
- Port City Locations
- First to market in the Gulf Region
- Large pool of consumer product entrepreneurs in the region
- Business model

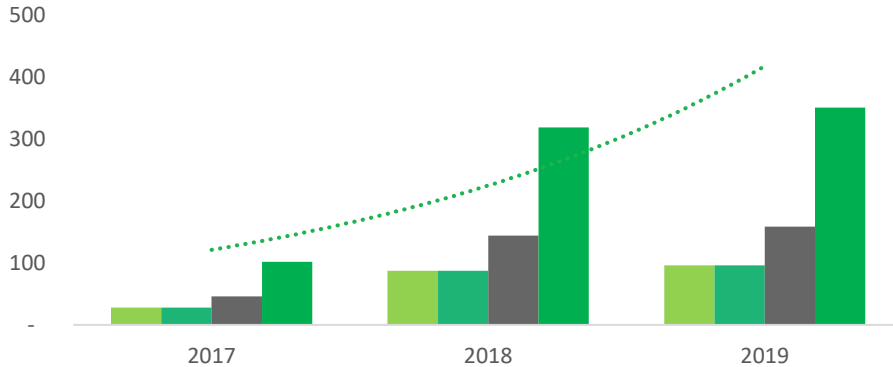


THREE-YEAR FORECAST



■ Members (Co-Working Space)
 ■ Members (Virtual offices)
 ■ Online courses
 ■ Total

..... Expon. (Online courses)



■ Prototyping Lab
 ■ Maker Space
 ■ P-Lab+Maker Space

■ Total
 Expon. (Total)

Memberships

	2017	2018	2019
Members (Co-Working Space)	8	27	50
Members (Virtual offices)	50	105	105
	58	132	155

Prototyping Lab	28	87	96
Maker Space	28	87	96
P-Lab+Maker Space	46	144	159
	102	319	351

Online course (EDx)	28	185	489
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Total members	188	636	995
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INCOME STATEMENT

	2017	2018	2019
Revenues	369,104	1,284,804	1,832,392
Costs of services and goods sold	(157,285)	(251,361)	(267,424)
Gross profit	211,818	1,033,443	1,564,968

Operating expenses	(358,848)	(427,244)	(513,866)
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EBITDA	(147,030)	606,199	1,051,102
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Long-Term investments	80,000	100,000	120,000
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Interest on loans	(81,376)	(83,644)	(80,785)
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Pre-tax income	(148,406)	622,555	1,090,317
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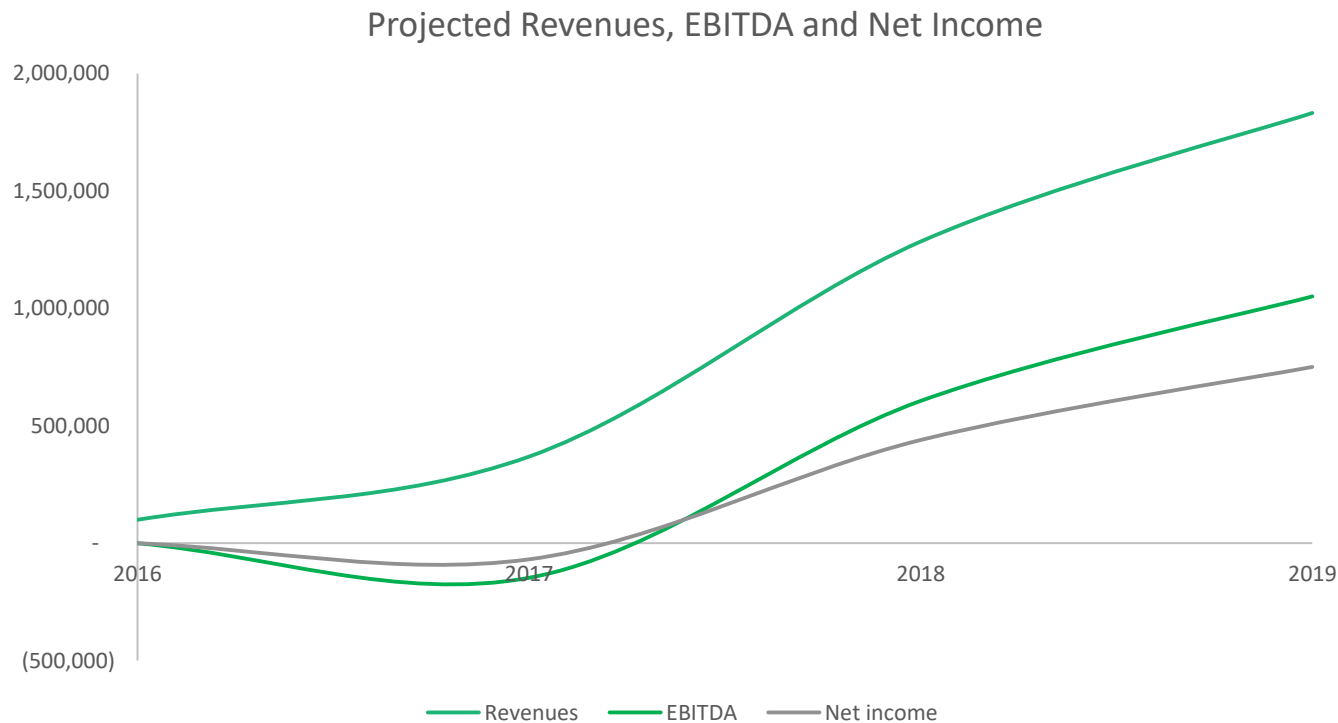
Income tax	79,942	(182,894)	(339,611)
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Net income	(68,464)	439,661	750,706
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PROJECTED CASH-FLOWS

	<u>2017</u>	<u>2018</u>	<u>2019</u>
Beginning balance	1,080,000	39,935,648	5,472,720
Ending balance	39,935,648	5,472,720	4,995,814
Net increase / (decrease) in cash flows	38,855,648	(34,462,928)	(476,906)
Net income / (loss)	(68,464)	439,661	750,706
Depreciation	79,973	117,181	117,181
Long-Term investments	(80,000)	(100,000)	(120,000)
Interest on loans	81,376	83,644	80,785
Income tax	(79,942)	182,894	339,611
Cash flow originated in operating activities			
Changes in accounts receivable	(106,200)	(39,600)	-
Changes in accounts payable	28,904	5,700	7,218
	(144,352)	689,480	1,175,502
Cash flow originated in invesment activities			
Capital expenditure	(3,000,000)	-	(1,500,000)
Long-term investments (Ecopreneurs)	-	(35,000,000)	-
	(3,000,000)	(35,000,000)	(1,500,000)
Cash flow originated in financing activities			
Capital contribution	40,000,000	-	-
Loans obtained from banks	2,000,000	-	-
Loan amortization	-	(152,408)	(152,408)
	42,000,000	(152,408)	(152,408)
Net increase / (decrease) in cash flows	38,855,648	(34,462,928)	(476,906)

PROJECTED GROWTH



FUTURE CAPITAL EXPENDITURE (2017-2021)

	<u>Miami</u> 2017	<u>Los Angeles</u> 2018	<u>New York</u> 2019	<u>San Francisco</u> 2020	<u>Chicago</u> 2021	<u>Total</u>
Equipment	200,000	542,000	542,000	542,000	542,000	2,368,000
Buildout	600,000	950,000	1,020,000	1,020,000	970,000	4,560,000
Staff & Operations	200,000	420,000	462,000	438,000	424,000	1,944,000
Total	1,000,000	1,912,000	2,024,000	2,000,000	1,936,000	8,872,000

WE WILL BUILD THIS TOGETHER



LEADERSHIP TEAM



Dr. Pandwe Gibson
Founder & President



Joycelyn Brown
VP of Sales & Strategy



Matias Kerlakian
Director of Finance and
Operations



Khadija Andrews
Director of Marketing



Kenyona Pierre
Director of Engineer
and Innovation

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CEO-Kairos Inc.
Apple, IBM, ADP, GM,
BofA
“Raised \$6 million from
investors in Florida and
California”



Marvin Wilmoth

9+ yrs. exp.
JP Morgan, Miller
Valentine Residential
Development, and Miami
Dade Housing Authority



Robert Hacker

25+ yrs. exp.
GH Capital Partners,
Goldman Sachs 10k SB
“Raised \$90 million to
recapitalize company”

The Ask

1 million

\$200,000 Equipment

\$200,000 Operations, Talent & PD

\$600,000 Build out

Be part of the solution



Dr. Pandwe Gibson

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Ecotechvisions.com