

ADDENDUM TO VETERANS TRANSITIONAL FARM PLAN -Aug 22, 2023

Confidential BUSINESS PLAN

General **Veterans Stand Down (NP)
Veterans Transitional Farm, LLC**

Primary Members: **Thomas L. Davis – Founder / CEO
Susan Martello – Executive Director**

Accountant: **Russell & Company, 8812 Belhaven Blvd, Charlotte, NC 28214**
Attorney: **Jacquelyn Stanley, 5009 High Point Rd, Greensboro, NC 27407**
Insurance Agent: **Pending**
Banker/Finances: **\$100,000 Line of Credit & Federal Funding (as needed)**

Legal Business Description: **Veterans Stand Down – Non-Profit
Veterans Transitional Farm, LLC**

Type of Business: **Service**
Business Status: **Continuing**

Goals: “The central goal is to reduce homelessness among veterans by conducting outreach to those who are the most vulnerable and not currently receiving services and engaging them in treatment and rehabilitative programs” (Ref: Char-Meck Strategic Plan – A Home for All)

OVERALL BUSINESS DESCRIPTION CONCEPT:

Attached herein is a profit/loss statement that displays potential revenue and expenses associated therein.

Phase I. Enter into consensual agreement with Soul to Sole Connection a Non-profit to incorporate horse therapy for Veterans. The Non-Profit covers all their expenses through insurance and grants. There is no cost to Veterans Stand Down.

Phase II. Construct 4 Bunkhouses with shower/bath to house 4 to 8 Veterans. Create Common Area includes Gazebo, Pet Park, Fire Pit and Grille.

Phase III Renovate Existing 40 x 100 Structure. Provide 4-ton HVAC Unit. Provide Life Safety Measures as required. Include Mobile Shower/Bath Unit constructed by Bronze Star Homes, with the International Seal approval and donated by Purple Heart Homes 755 Washington Ave, Statesville, NC 28677. (Tour available). This will allow expansion for a larger capacity to serve Veterans in crisis as inclement weather.

Enter into an agreement with Lab Pups to furnish support K-9s to approved Veterans in need. K-9s are paid for by donations since The Paws Act is under a 5-year review before funds are allocated.

Phase IV. The current Country Store located adjacent to the property will transfer to the farm and be used as an outlet for selling farm products and other items in the future. Veteran Trustees will operate this business with all proceeds earmarked for Veteran issues. Income figures attached.

Phase V. Encompasses an additional 16 dwellings over a 5-year period. Normal transition should be in quarterly intervals which will equate to **32** graduates yearly who will transition into permanent housing in outlying communities over a 24-month period. The Five-Year Plan is to add 4 Cabins yearly for a total of 20 (Veterans)dwellings or capacity to transition numerous displaced Veterans and families.

MANAGEMENT: Founder and Executive Director will oversee the non-profit vendors for Horse Therapy, Support dogs, and Farming. First order of business is to hire Farm Hosts who have the military cultural background to direct Veterans. Compensation for the Hosts salary will be free rent and a pro-rata of income from HUD vouchers and other revenue sources as the Country Store Income. There will be no fixed salaries, only income related to performance and the number of Veterans served.

The Farm Host(s) will ultimately be responsible for the overall supervision of employees and ensuring the business grounds are operated in accordance with the rules published. There will be no delegation of authority without the Board's consent.

The Primary Host will receive monthly updates from the Manager on the financial affairs of the Company.

The Primary Host will receive a percentage of profits as determined at the end of the business year.

EMPLOYEES:

Farm Hosts and Veteran Trustees. HUD-VASP programs often required 30% of the Veteran's income be forfeited to subsidize the rental. This will not be required of the Veteran. Additional income will be allocated based on performance and revenue producing venues as the Country Store. Ultimate goal is to have these Veteran Trustees become the process owner and ensure income exceeds expenses affording job opportunities.

FINANCIAL: HUD-VASH - Veterans Affairs Supportive Housing data reveals that Mecklenburg County had limited vouchers issued to Veterans in 2021, 30 in 2019, and 50 in 2020. There are over 260 homeless Veterans in the County and over 600 other Veterans/families in need. A small number of vouchers are being issued but the housing stock is non-existent for the \$1,000 vouchers for housing. 8 displaced Veterans residing in 8 tiny homes equates to over **\$8,000 monthly with long term leases. 16 displaced Veterans has a resultant income of \$16,000 that will used for Veterans issues and offset expenses.**

The Transitional Farm will accept these vouchers to cover housing and food in part. In addition, there are donors in line to provide financial assistance and research has shown larger businesses (850) in the Lake Norman area view for such charity favorably. Donors and Purple Heart Homes, a non-profit is ready to meet the initial infrastructure cost.

VA's Grant and Per Diem (GPD) Program is offered annually (as funding permits) by the Department of Veterans Affairs to fund community agencies providing services to Veterans experiencing homelessness. The purpose of the transitional housing component of the program is to promote the development and provision of supportive housing and services helping homeless Veterans achieve residential stability, increase their skill levels and/or income, and obtain greater self-determination. Additionally, the GPD Program offers Case Management grants to support housing retention for Veterans who were previously homeless and are transitioning to permanent housing.

Operational costs, including salaries, may be funded by the per diem component. For supportive housing, the maximum amount payable under the per diem is **\$64.52 per day per Veteran housed or \$1935.60 monthly**. Veterans in supportive housing may be asked to pay rent if it does not exceed 30% of the Veteran's monthly-adjusted income.

Scholarships: There will be spaces reserved for displaced Veterans lacking the funding or vouchers. Our Values dictate leave no Veteran homeless, in need of shelter, food, or clothing. The local Faith Community will be used in crisis situations such as inclement weather and other needs.

Country Store: There is currently a Country Store on adjoining property that is an outlet for the products raised on the farm. Plans are to continue this relationship and eventually move that business across the road to the Farm. Gross sales are reportedly

\$250K to \$300K for 7 months with 33% profit margin. Trustee Veterans will be assigned to operate this business entity with all profits returned to the offset food costs and other msc items. Officers work in a pro-bono status.

SOCIAL NETWORKING: There will be no restrictions on the Veterans, and each can choose their level of social networking. There will be transportation to Veterans gatherings as Richard's Coffee Shop in Mooresville and other activities as Operation North State (fishing and biking) Relationships are being formed with the local faith community who offer various activities. In addition, there are numerous American Legion Posts, VFW Veterans of Foreign Wars, and DAV Disabled American Veterans in the area who offer comradery

Care Management The Department of Veterans Affairs (VA) Care Management and Social Work (CM/SW) is leading VA's transformation to a Veteran-Centric organization that places Veterans and their families first. CM/SW programs provide a vast array clinical service, which address the needs of wounded, injured and ill Servicemembers, Veterans, their family members and family caregivers, with care and compassion throughout the Veteran Health Administration. The following link provides more details.

<https://www.patientcare.va.gov/caremanagement.asp>

Charlotte Vet Center, 2114 Ben Craig Drive, Charlotte, NC 28262-2323, U.S. Dept of Veterans Affairs. Services are offered through Mobile Vet Centers, virtual appointment, and other community locations as the Veterans Transitional Farm in Huntersville. POC: Lance Nelson Veteran Service Officer. 704-258-6309

Soul to Sole Connection.

<https://s2sconnection.org/>

AMENDMENT for Clarity November 15, 2023

THERE WILL BE A LICENSED THERAPIST ON STAFF as previously noted on page 1 with the Agreement between Soul to Soles Connection and Veterans Stand Down. In addition, the Huntersville Fire Station with First Responders are 100 yards from the Farm. It is noted again the Veterans Administration (VA) has the responsibility to

provide Mental Health and other medical needs to Veterans. The VA mobile unit is available if needed on site.

County Manager asked “*what if something happens in the middle of the night?*” Colonel Martello a Nurse and Former Commander states “what happens if something happens in the woods or under a bridge in the middle of the night?” At least there are First Responders 100 yards from the Farm and the Veteran has a warm lodging and food.

CLINICAL DIRECTOR THERAPIST

Maria Russell has always had a passion for helping individuals, couples, and families cope with difficulties in their lives. Her desire is to help clients experience healing and life change. Maria is a Licensed Clinical Mental Health Counselor Supervisor, the Clinical Director for Willow Equine and Soul to Soles Connection. She has worked with children, adults, and families in a variety of settings utilizing a trauma focused, root causes, cognitive-behavioral, systemic model, and assists clients with a variety of emotional, behavioral, personal, and relational problems. Maria is trained in Eye Movement Desensitization and Reprocessing (EMDR), Restoration Therapy, and utilizes the Enneagram in treatment. Maria is an Advanced Eagala certified mental health professional with her Eagala Military Designation as well as her ARCH Designation in mental health and the military.