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## BUSINESS Proposal 2025

CITY OF CLEVELAND | CUYAHOGA COUNTY  
TEAM NEO | SITE READINESS | STATE OF OHIO

**MEDICAL EXAM**

FDA 510K - CHEMO RATED

**FOOD GRADE**

HIGH LEVEL QUALITY

**INDUSTRIAL**

LIGHT & HEAVY

## Executive Summary

The United States struggles to meet unprecedented demand, over 90% of nitrile gloves used domestically were imported, primarily from Asian countries like Malaysia, China, and Thailand, which together produce approximately 85% of the world's supply. This dependence on foreign production highlighted significant risks, including reduced domestic manufacturing capacity and limited access to essential raw materials and specialized machinery.

Quality concerns have also emerged as a critical issue. U.S. Customs and Border Protection (CBP) seized tens of millions of counterfeit gloves attempting to enter the market in recent years, which led to a crackdown by the FDA. This led to the discovery of unsafe gloves throughout the US and now our local hospitals must recall defective gloves annually. The current trade climate is a substantial factor as well, with China embarking on new aggressive trade regulations that could significantly increase the cost of US imports year over year.

**Jebtal Imports, LLC (Jebtal)** is headquartered in Ohio and has a distribution center in Michigan. We specialize in the manufacturing of nitrile gloves for the medical, food, and industrial sectors. We are spearheading an initiative to repatriate our manufacturing operations to the United States, creating over 300 jobs in the Metro Cleveland area. By investing in innovative technology, securing reliable sources of raw materials, and adhering to stringent quality standards, Jebtal aims to fortify the U.S. supply chain and provide a dependable, safe solution to meet the country's growing needs.

## Key Success Factors

- Established production in Thailand, managing four production lines with a monthly capacity of 1.5 million boxes, each containing 100 gloves.
- Superior product quality, with Food and Drug Administration (FDA) approval for two years. Successfully passed numerous clinical and quality tests with the FDA and local health systems in Ohio and Michigan.
- Strategically focused on securing Business-to-Business (B2B) contracts from government entities and local corporations to accelerate our economic efforts for plant construction.
- Projected capacity of 6 million boxes (100 counts) from three production lines within two years of plant construction commencement. Six additional production lines are to be completed in the subsequent three years. A total of 18 million boxes (100 counts) annually after the completion of the plant.

To differentiate ourselves from competitors, we have strengthened our international presence and enhanced our manufacturing expertise by establishing Jebtal Imports India Private LTD, a majority-owned subsidiary in India. Our dedicated global teams collaborate closely with our manufacturing partner in Thailand, ensuring comprehensive oversight of production processes and quality control measures while planning to implement the same infrastructure in the USA.

## **Jehtal's Innovative Strategy**

- Spearheading manufacturing resurgence in the United States by implementing advanced processes to produce high-quality nitrile gloves. Utilize cutting-edge manufacturing automation and robotic technologies to create streamlined production with competitive costs.
- Create innovative "green collar" jobs by integrating blue-collar and white-collar skill sets to manage automation technology.
- Collaborate with the City of Cleveland and the Cleveland-Cuyahoga County Port of Authority, to create a secure location for importing and exporting goods in the USA. Develop an automated, green-collar business model to compete with offshore corporations and showcase to the world.
- Become the largest US minority exporter globally with African countries as a key focus. Our president is currently a member of the African Continental Free Trade AREA (AfCFTA) and participated in the United Nations e-Week Trade and Development (UNCTAD), establishing key relationships with key UN officials and Ambassadors globally.

## **Keys to Success**

- We will produce our high-quality gloves in the United States, starting with our first production plant located in Cleveland, Ohio.
- We plan to lease 40 acres of land at the Cuyahoga Valley Industrial Center, with an option to buy.
- Our goal is to increase our free cash flow locally to facilitate plant construction.
- We will partner with federal and local government agencies, including EXIM Bank, the State of Ohio, the city of Cleveland, Site Ready Cuyahoga County and Team NEO, to secure funding for the plant alongside our private investors.
- We intend to collaborate with the new presidential administration in 2025 to promote our company and successfully achieve our objectives, positioning ourselves as an innovative American manufacturer on the global stage.

## **Summary**

The proposal below is confidently prepared for the city of Cleveland, Cuyahoga County, and the state of Ohio. It will also be presented to various U.S. federal government departments and agencies to secure participation and robust support for the successful construction of the Jehtal Manufacturing Plant in Cleveland and Cuyahoga County. Our mission is to contribute to our country's future by creating innovative automation processes, new jobs, and thriving communities.

Jehtal Proposal to  
**City of Cleveland, Cuyahoga County,  
State of Ohio.**

Participants | Site Readiness FGJF | Team NEO



### Proposal Summary:

Jehtal Imports, LLC and Jehtal Manufacturing, LLC are seeking to form a strategic partnership with the City of Cleveland, Cuyahoga County, the State of Ohio, Site Readiness, and Team NEO (JobsOhio) to expedite the development of our state-of-the-art nitrile glove facility. This project will create a minimum of 300 skilled and unskilled jobs.

We want to share our plan for completing the construction of our manufacturing plant. This project, estimated to cost **\$150 million, will include nine production lines producing 1.8 billion gloves annually.**

**Our Plan** Distribution. Strategically doing business in Metro Cleveland for economic growth. Relationships | Procurement | Economic Development | Community Awareness

Jehtal has developed a strategic plan to work with the city, county, and state by immediately starting business in January 2025. We have created a financial plan that will allow us to do the following:

- Execute purchasing orders for domestic inventory
- Lease local facility for the following business:
  - Warehousing Logistics
  - Manufacturing training
  - Warehouse Staffing
  - Pre- Manufacturing research and development
- Begin manufacturing construction plans

In this document, we will break down a schedule of business and profit margins that will allow us to do the following:

- Finalize land contract with the city of Cleveland.
- Secure funding from local, federal, and private sources for the plant construction.
- Engage local commercial construction firms, designating a portion for minority suppliers.
- Achieve more than \$30 million in sales before the construction completion of our plant, enhancing our branding strength to obtain production line contract security before the plant is finished.

## Executing purchasing orders for domestic inventory.

Jehtal has developed a strategic purchasing plan to guarantee our project's success. The plan aims to acquire at least 80 pallets from our domestic stock, along with placing purchase orders to secure business for January 2025. The graph below illustrates a ramp-up schedule to generate over \$7 million from local, state, federal, and corporate sources.



Our internal purchase order financing process will enable us to quickly increase our inventory, allowing us to fulfill purchase orders and generate sales to achieve the following goals:

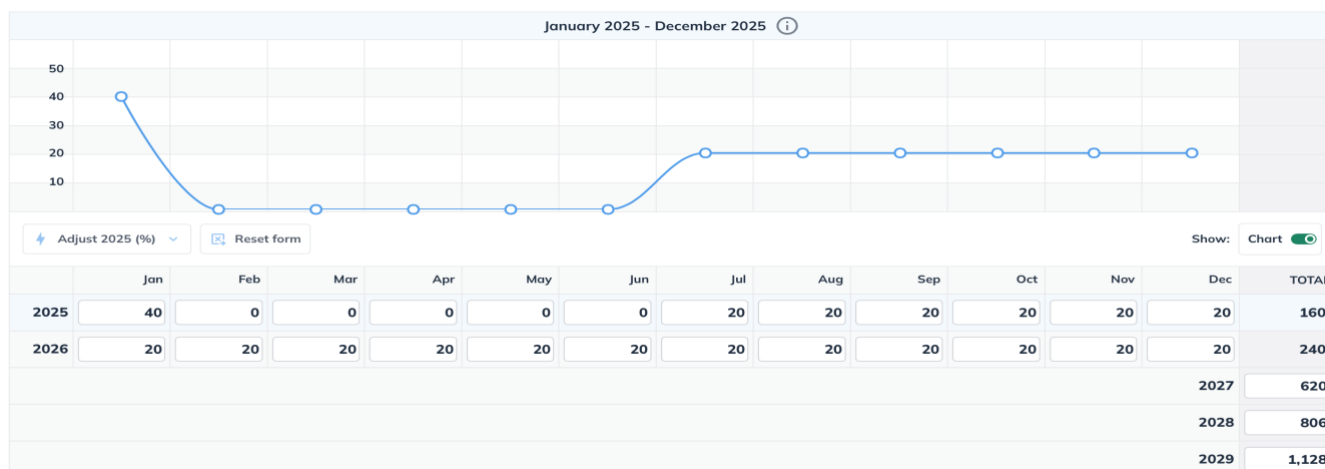
- Secure a local warehouse and training facility in Cleveland by February 2025.
- Hire 25 to 30 skilled and unskilled workers by September 2025, including:
  - Architects and engineers
  - Warehouse staff
- Initiate the Request for Proposal (RFP) process to obtain local contracts for construction, conveyor assembly, and engineering outsourcing.

We have created a schedule with our Thailand factory to import and deliver our offshore goods to Cleveland. Below are the candidates we would like to partner with in the city of Cleveland:

Local Governments	Health Systems	Corporations

## Local Governments

Jebtal can process business in January 2025 with a domestic inventory ready. This enables us to jumpstart our business and plans for economic growth in the city.



\*\* Pallet unit measurements: 51 pallets are equivalent to 1 shipping container

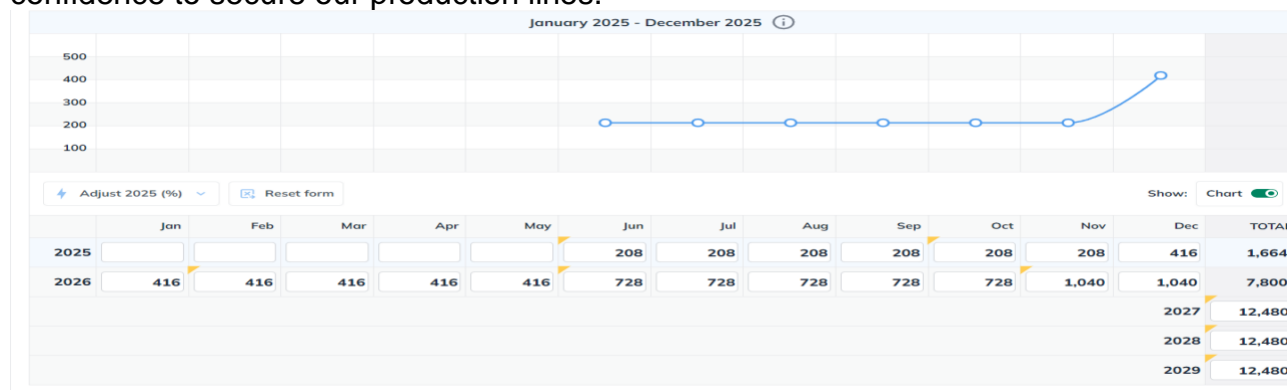
This chart delineates our strategy for the procurement of FDA-approved medical-grade examination gloves intended for various applications. We intend to submit a request for an invoice for 80 pallets, allocated between the City of Cleveland and Cuyahoga County, scheduled for January or February 2025. Following this initial acquisition of our domestic inventory, we plan to establish regular monthly orders commencing in July, with the purchase orders slated for submission in January. This timeline ensures sufficient opportunity for the importation of the products by the conclusion of June. Furthermore, please find enclosed a chart pertaining to our food-grade gloves associated with the same proposal.



\*\* Pallet unit measurements: 51 pallets are equivalent to 1 shipping container

## Health Systems

Health systems significantly influence our success due to their substantial purchasing power. On average, hospitals buy over 15 million gloves each year. To support our efforts in bringing manufacturing to Cleveland, we propose that Mayor Bibbs and his team assist Jehtal in securing a portion of their nitrile glove procurement for two years until their upcoming RFP for a much larger contract. Our request will account for less than 10% of their annual demand. By the third year, we aim to have a well-established relationship that gives them the confidence to secure our production lines.



**\*\* Pallet unit measurements: 51 pallets are equivalent to 1 shipping container**

We have provided samples to Metro Health, and we are thrilled to offer University Hospitals and Cleveland Clinic sample orders for clinical testing also! This presents a fantastic opportunity to launch our partnership and motivate them to issue purchase orders in February 2025, allowing us to begin procurement in June 2025. Our gloves will better protect their staff than their current inventory, all while providing competitive medical bulk pricing.

## Corporations

Corporations play a crucial role in our success as well, with distribution companies like Sysco serving as key outlets for numerous businesses, both small and large, in metro Cleveland and across the United States. As a reseller of Jehtal gloves, they are able to quickly respond to demand, which enhances our production capabilities and secures our future manufacturing production lines.

By 2026, Jehtal aims to increase its sales to over \$30 million. Our monthly capacity in Thailand is 1 million **boxes of gloves per month, which will help us become economically competitive as we build our manufacturing plant.**



## Federal Government Procurement



During our presentation of the proposal to the city of Cleveland, Cuyahoga County, and the state of Ohio, we are currently engaged in a partnership with Academy Medical, which functions as our primary DAPA distributor. Academy Medical has successfully processed over one million units of nitrile gloves throughout the duration of the pandemic. We are in the process of finalizing our DAPA status with the Defense Logistics Agency (DLA) and the Department of Defense (DOD).

Additionally, Academy Medical is providing our glove cases through their established GSA schedule, enabling them to supply government agencies nationwide at competitive prices. We will promote our construction plans for the facility in Cleveland, Ohio, targeting federal government agencies to help market our brands across the government sector.



**\*\* above are cases purchased online from government, B2B and B2C customers.**

Government agencies may acquire our products through our partners under the GSA schedule or directly from our official website. We anticipate that our commitment to excellence and effective marketing strategies will enable our expansion within both governmental sectors and online marketplaces.

We intend to promote our opportunity through local news stations to raise awareness. Following the creation of content, we will allocate resources to digital marketing efforts aimed at enhancing traffic to our website, thereby increasing sales. Our objective is to engage the new presidential administration in the promotional activities for our new construction project.



## Distribution Financial Summary

Our distribution strategy enhances our efficiency in operations, investments, and execution. This improvement allows us to swiftly engage in a contractual agreement with Site Readiness

Fund to secure the Cuyahoga Civic Industrial land and establish tenancy for the next 20 years as we begin constructing our manufacturing facility.

Projected Balance Sheet	2025	2026	2027	2028	2029
Assets	\$ 9,171,028	\$34,228,959	\$44,681,297	\$51,482,631	\$63,115,777
Current Assets	\$ 9,171,028	\$34,228,959	\$44,681,297	\$51,482,631	\$63,115,777
Cash	\$ 2,994,189	\$ 8,936,286	\$17,404,822	\$19,258,015	\$29,262,739
Accounts Receivable	\$ 1,364,467	\$ 7,626,379	\$ 6,872,783	\$ 8,053,764	\$ 9,678,107
Inventory	\$ 4,812,372	\$17,666,294	\$20,403,692	\$24,170,852	\$24,174,932
Long-Term Assets	\$	\$	\$	\$	\$
Liabilities & Equity	\$ 9,171,028	\$34,228,959	\$44,681,297	\$51,482,631	\$63,115,777
Liabilities	\$ 7,718,307	\$24,569,999	\$21,652,120	\$13,109,092	\$ 6,124,731
Current Liabilities	\$ 7,718,307	\$24,569,999	\$21,652,120	\$13,109,092	\$ 6,124,731
Accounts Payable	\$ 417,370	\$ 1,481,677	\$ 1,693,220	\$ 2,014,824	\$ 2,069,124
Income Taxes Paya...	\$ (17,227)	\$ 1,511,689	\$ 1,332,556	\$ 1,543,953	\$ 1,864,707
Sales Taxes Payable	\$ 232,863	\$ 1,582,430	\$ 1,555,734	\$ 1,823,473	\$ 2,190,900
Short-Term Debt	\$ 7,085,302	\$19,994,203	\$17,070,610	\$ 7,726,842	\$ 0
Long-Term Liabilities	\$	\$	\$	\$	\$
Equity	\$ 1,452,721	\$ 9,658,960	\$23,029,176	\$38,373,539	\$56,991,046
Paid-In Capital	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000	\$ 1,500,000
Retained Earnings	\$ 100,000	\$ (758,372)	\$ 6,673,380	\$19,824,247	\$34,804,927
Earnings	\$ (147,279)	\$ 8,917,332	\$14,855,797	\$17,049,292	\$20,686,118

Distribution creates economical wealth for the city of Cleveland and Cuyahoga County. How?

1. Lease payments from multiple tenants for 20 years with SRC. We are seeking large corporations to lease the other portion of the facility. We can work with SRC to help broker.
2. Taxes
  - a. Income
  - b. Real estate
  - c. City, State
3. Job Creation salaries starting at \$18hr
4. Global trade expansion, inbound and outbound.

***After three years of stabilizing production, Jebtal anticipates consistently exceeding \$40 million in annual revenue upon the completion of our manufacturing facility.***

Jebtal's commitment to securing long-term production contracts facilitates the cultivation of relationships and partnerships with local sectors, encompassing the medical community. This collaborative effort aims to further enhance the economic framework of the city, as well as its communities and neighboring cities. Furthermore, the primary focus of the new administration is to reconstruct the manufacturing infrastructure within this country to promote trade with other nations. Cleveland possesses the necessary infrastructure to support a future business model for our country.

Distribution is also the path to a successful groundbreaking ceremony in 2025 for the construction. Together, we are awesome!



## Real estate and Construction



### Site requirements and request

- 40 acres (Cuyahoga Valley Industrial Center)
- Total electricity capacity required is 2.5 MW for 9 lines
- 250 Tons of water per day
- Boiler Capacity – TBD
- Exhaust water system that is not connected to city drain. There will be an effort to comply with local laws.

### Production Capacity

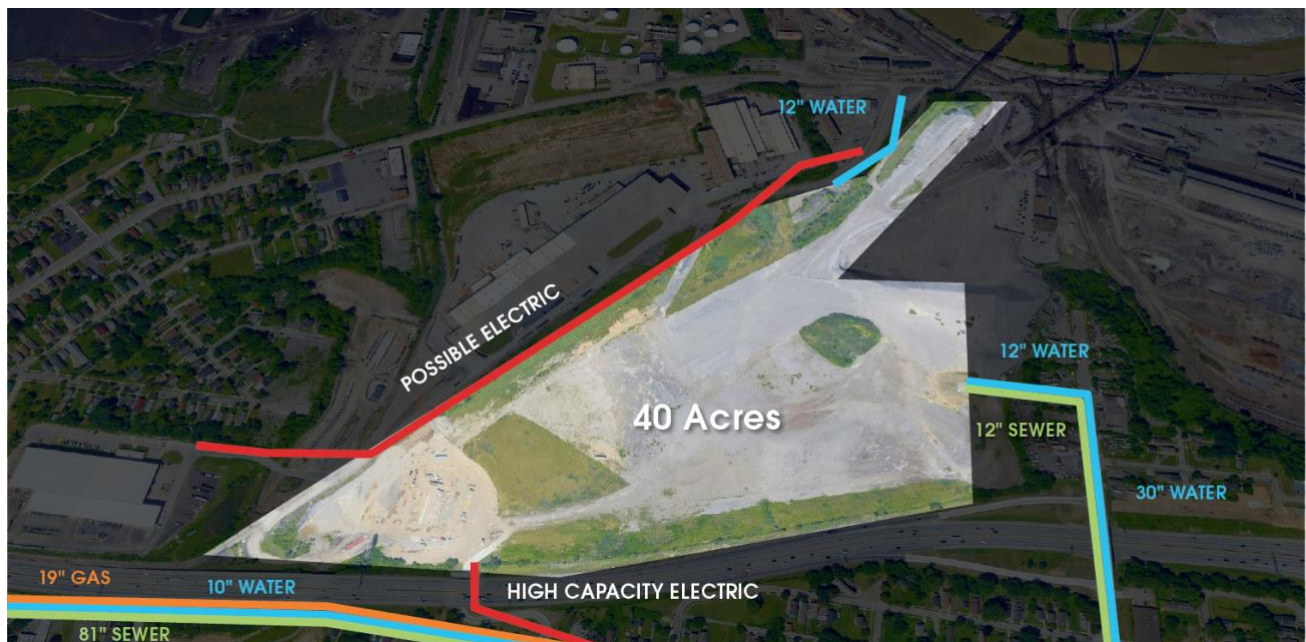
- 9 production lines
  - 270,000 per hr./1.8 billion pc yr.
- Working hours – 24/12 months
- 200 staff per shift

## Jebtal's proposed construction plan.

1. 160,000 sq manufacturing facility
2. Additional 500,000 sq. warehouse (Multiple-tenant use)
3. Separate treatment facility on-site
4. 300 parking spaces

Jebtal intends to construct a highly secure facility designed with a standardized business model to accommodate significant production capacities. The primary objective of such a high-volume infrastructure is to ensure ample storage and efficient inbound and outbound accessibility.

#### Site Selection: **Cuyahoga Valley Industrial Center**



#### **Free Trade Zone**

Jebtal's leadership has extensive, established relationships on a global scale, making it imperative to designate the entire site as a free trade zone. Our strategic partners and landlord in Michigan have two sites exceeding one million square feet that are designated as free trade zones. They will assist Jebtal in this initiative, which will generate global trading opportunities for the city of Cleveland.

#### **Global Trading**

The leadership team at Jebtal has formally coordinated its associate at the United Nations, who concurrently fulfills the role of ambassador to Zambia, to organize a meeting with Mayor Bibb and the community of Cleveland. This assembly seeks to unite various dignitaries and heads of state from multiple African nations. The primary objective of this gathering is to

deliberate on trade opportunities pertaining to Jebtal's exports and imports. Jebtal's president, James Buford Jr., participated in eWeek 2024 to advocate for Jebtal Manufacturing in the United States as a reputable supplier of Nitrile Gloves for several African countries, while simultaneously importing products manufactured in diverse African nations. Africa embodies the future of commerce, and presently, China surpasses the United States in establishing trade relations. Jebtal aims to help bolster the U.S. presence in Africa.

Jebtal Nitrile Gloves have been medically approved in Nigeria as of 20<sup>th</sup> January, 2025.

### **Beginning Development stages:**

Jebtal will collaborate with offshore architects and engineers to ensure the proper construction of our facility. We will also engage local facility managers and engineers to aid in the planning and execution of our plant.

## **Manufacturing plant Investment and Financing**

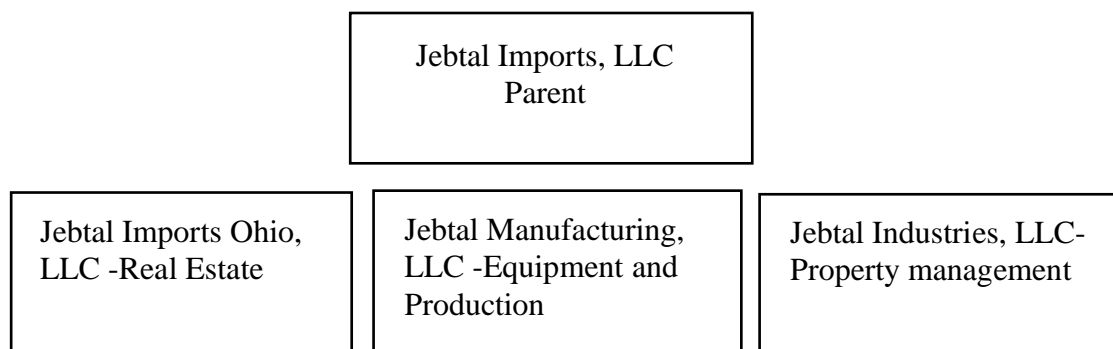
Jebtal has developed a strategic plan to finance the entirety of this project. The primary sources of our funding will originate from the following:

- Free Cash Flow / Production contracts and commitments
- Private Investment
- Real Estate Investment – Private and Commercial Financing
- Federal Government Financing – Exim Bank (Application process) **80% funding**
- State Government Financing – Advanced Manufacturing Fund (Application process)
- Local Government Financing – (Application process)
- County – Team NEO and Jobs of Ohio – (Application process)

Jebtal has established a conventional methodology for fundraising. Our investment model incorporates a systematic process of investment flow. We have initially raised funds from our existing shareholders to facilitate this process and engaged one of the foremost firms, McDonald Hopkins, to assist us in this endeavor.

The estimated costs associated with the plant construction are projected to total \$150,000,000. Jebtal intends to finance 20% of this amount through equity investments, while the remaining balance will be addressed through various financing arrangements. Jebtal Imports, LLC will serve as the parent company, establishing subsidiaries to oversee the management of distinct investments. Real Estate | Equipment | Property Management





Jebtal Imports, LLC, will be the primary organization responsible for financing and supervising all fundraising initiatives for its subsidiaries.

Only one subsidiary, Jebtal Imports Ohio, LLC, is assigned the responsibility of raising funds through private investments for real estate. Funds being raised will be for the following:

1. Land – Lease Downpayment and fees
2. 20% of total construction project costs

Upon receiving commitments for the requested distribution in Cleveland from Jebtal Imports, LLC, the company will prepare an investment package, which its financial consulting firm will develop and finalize with its legal counsel. This package will secure the 20% equity investment necessary to apply for the 80% loan from Exim Bank. Furthermore, a Special Purpose Acquisition Company (SPAC) expert will be engaged to assist in fund procurement should any delays occur. This strategy will, naturally, be predicated upon long-term cash flow commitments.

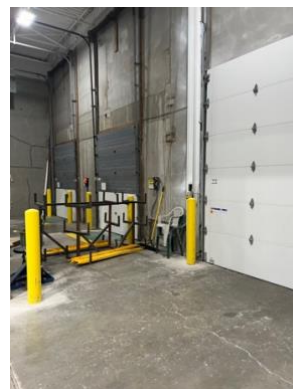
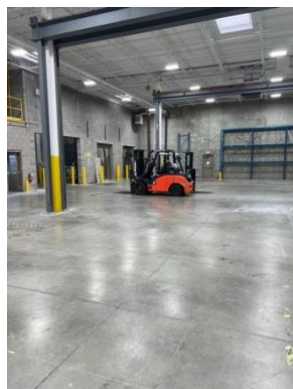
We will also explore funding opportunities available at the state, city, and county levels to strengthen our financial portfolio. We aim to ensure that all necessary funds are secured to support construction, thus starting production and creating job opportunities within Metro Cleveland.

### Initial Investments and Focus

We have formally commenced our dedication to the city of Cleveland by seeking to secure space to lease within the city limits. This commitment will remain in effect until the successful completion of construction of the manufacturing plant. We have identified a property that will assist in preparing for our principal project: the manufacturing facility.

This facility, which spans 27,000 square feet, will enable us to manage our operations and provide an interim warehouse capacity for 19 containers. Due to the city's spatial limitations, we are procuring an extra 130,000 square feet of clean space outside the city. This acquisition will facilitate our esteemed customers' inbound and outbound three-ply services.

The premises encompass office space designated for operations, training, research and development, and planning for the construction of our facility.



### **Training our staff for the future**

Jehtal aims to partner with training programs in Cleveland, particularly Cleveland State University (CSU), which offers a manufacturing program aligned with Jehtal's goals and can train up to fifty manufacturing professionals until construction concludes. Additionally, Jehtal plans to select other trade school programs in Cleveland to use their curricula. Participants will earn a salary from Jehtal while engaging in these initiatives:

- Current Supply Chain Employment
- Training to manage an Asian-style manufacturing facility.
- R&D and philanthropic guidance center to become a global leader in energy-efficient and green innovations-driven technology.
- Participate in the improvement of existing manufacturing processes through automation technology.

We will examine our initial 50 candidates as our core team to assist Jehtal in expanding and training the additional 250-plus positions as required. Cleveland's strategic partnership with Jehtal will enhance the city's forward-looking approach to developing industry for the future.



## Jebtal Proposal Summary

Jebtal thanks the City of Cleveland, Cuyahoga County, the State of Ohio, Team NEO, and Site Readiness for the opportunity to collaborate in establishing itself as a successful enterprise in Greater Cleveland and Ohio. In the past five years, the U.S. has focused on revitalizing domestic manufacturing through innovation. Mr. Buford, Jebtal's president, has tirelessly engaged with domestic and international experts for over a decade, crafting a vision to advance the company in the new era of manufacturing within a digital landscape.

Commerce is advancing at a rapid pace; therefore, for our nation and city to succeed, it is essential to integrate traditional methodologies with innovative concepts and technologies. Our Chief Project Manager, Mr. Shashank Jauhri, has acquired over forty years of experience in international manufacturing based in India and France. Throughout this time, he has diligently ingrained in our staff the importance of discipline and execution. Our esteemed shareholders include Mr. Anthony Snoddy, a tier-one plant owner producing products for General Motors, Ford Motor Company, and Chrysler. Additionally, Mr. Greg Scott, a franchise owner of Popeyes, has committed his efforts to preparing the next generation to take on responsibilities and make advancements.

As you read this proposal, you now understand that our strategy is to:

- Distribute
- Re-Invest
- Execute
- Repeat

We need commitment from the city fast, and we are prepared to discuss the following:

- **Letters of Intent from the city and county**
- **Expedited Purchase Orders**
- **Engagement with city officials and advocacy with local hospitals to facilitate the acquisition of purchase orders**
- **Land lease agreement with an option to purchase commitments.**
- **Strategic partnership agreements**





### Limited Editions:

