



## Executive Summary

### About F.A.R.E Builders, Inc.

F.A.R.E. Builders, Inc. is startup general contracting company that specializes in mixed use and multi-family type work that requires a high skill level in problem solving and risk management. We integrate these skills with our clients and provide solutions with a variety of delivery methods within the mixed-use and multi-family realm.

### Mission & Vision

F.A.R.E. Builders, Inc.'s mission is to become one of the greatest general contractors in the Northern Californian Region that performs outstanding work at a fair price. We are striving to become a household name that is recognized for work quality and innovation.

### Management Team

F.A.R.E. Builders, Inc. Management Team is composed of an experienced and talented group of construction professionals. The Team consists of the below members:

Evan Defazio – President

Rachelle Hann – Vice President

Freddy Aguilar – Chief Estimator

Andre Sanchez – Project Manager



### Operations

F.A.R.E. Builders, Inc. has been awarded a large contract to build a large multi-family complex within Downtown Sacramento within this year. We are actively perusing other opportunities similar to this.

### Market & Customer

F.A.R.E. Builders, Inc. target market consists of multi-family housing, senior living, and student housing withing both public and private sectors. Our typical customer is a developer or state agency.

### Marketing & Sales

F.A.R.E. Builders, Inc. Marketing Plan emphasizes client and public relations as well as utilizing technology to advertise our brand to future potential clients.

### Competition

F.A.R.E. Builders, Inc. competition consists of other mid-sized general contractors within the Northern Californian region that also focus on multi-family, senior living, and student housing such as DesCor, and Brown Construction.

### Goals & Strategies

F.A.R.E. Builders, Inc. has developed “Key Success Measures” in order to outline our Goals and Strategies. Our main goals are to improve company efficiency, build our company brand and network, and to make sure our employees are proud of the company that they each represent.

### Financial Projections & Plans

F.A.R.E. Builders, Inc. is currently projecting to perform \$13 million worth of work within this year, we plan to reach \$22 million by 2023 and retain \$200,000 in earnings.

F.A.R.E. Builder's inc.	Year 1	Year 2	Year 3
Contract Revenue	\$6,640,000	\$25,045,000	\$14,246,000
Gross Profit	\$730,400	\$2,754,950	\$8,929,140
Net Income	\$365,062	\$1,352,154	\$4,634,500
Retained Earnings	\$365,062	\$1,717,216	\$4,634,500

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