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#### **Blair Gilbert**

**Enrolled Northern Cherokee** 

U.S. Navy Veteran

Executive Director – The Coalition for the Prevention of Native American Youth Suicide

SME – Department of Interior, Bureau of Indian Affairs

Presents ...

# Creating Jobs and Building Communities Through Economic Self-Determination

#### Thank You ...

for taking time to explore a business opportunity that can . . .

Create Jobs & Build Communities

# Three major challenges faced by Native American Communities

- > Economic Growth/Stability
  - ➤ Quality Housing
    - **Employment**

#### The Solution

Sustainable Business Enterprise producing

Superior, Maintainable, Economical, *GREEN*steel-framed manufactured
and modular housing -

by Native Americans for Native Americans

... and others!

#### The Methodology

Using proprietary **CAD/CAM** equipment and design processes, two separate but related manufacturing businesses are created.

#### **Single Family Homes for:**

- Traditional Dealers
- \* Regional Housing Authorities
- Home Reservation Housing Authority

#### **Steel Products for:**

- Commercial Building Steel Framing
  - Steel Roofing
  - Multifamily Buildings
    - Steel Stud & Track

#### Why Steel ...

(instead of wood?)

- Ecofriendly Preserves Natural Resources (Eliminates Waste)
- Superior Strength Highest Strength to Weight Ratio
- Economical Reduced Material Cost Per-Square-Foot
- Fire Resistant Will Not Contribute to Spread of Fire
- Stronger Connections Withstands High Wind Forces
- Durability Will Not Rot or Decay (Insect & Rodent Resistant)
- Inorganic Does Not Emit Gases, Volatile Compounds or Radon

"GREEN BUILDINGS"

#### **Benefits**

Tribally owned and operated business enterprise

Total control on manufacturing designs and schedules

Retained profit for further economic development

# **Benefits**Retained Housing Dollars

Up to \$55,000,000.00 Net Profit
Retained by the Business at
End of Fiscal Year 3!

#### **Benefits**:

**Employment through Job Creation!** 

290 Manufacturing positions (EoY3)
26 Administrative/Operations positions (EoY3)

#### 316 NEWLY CREATED JOBS IN JUST THREE YEARS!

(Potential for more jobs as the business matures and grows.)

#### **Benefits**

The flexibility to easily modify and adjust floor plans and esthetics to meet the architectural desires of the community.

#### DreamWeaver Homes™ Provides

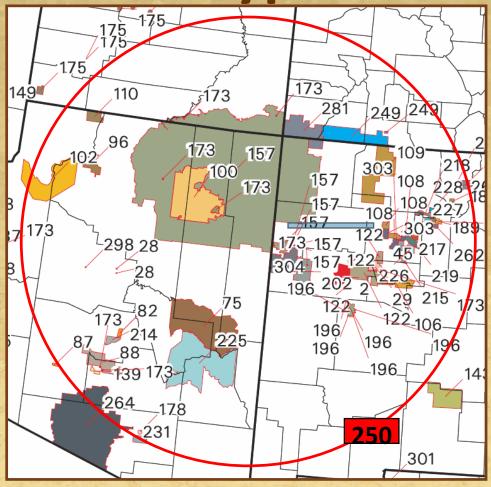
- Advertising & Brand Awareness
   (regional, national & International)
  - Combined Purchasing Power
- Continual Technological Updates

#### **Additional Benefits:**

#### Other Related Business Opportunities:

- Trucking Companies
- Site Preparation Companies
- Home "Installation" Companies
  - Off-Reservation Home Sales
- Off-Reservation Roll-Formed Product Sales

#### **A Typical Housing Need**



	THE RESERVE AND ADDRESS OF THE PARTY OF THE	7 400 1 14
2	Acoma	312
45	Cochiti	95
88	Gila River	2,076
96	Havasupai	124
100	Hopi	3,984
102	Hualapai	202
106	Isleta	708
108	Jemez	335
109	Jicarilla	285
110	Kaibab	21
122	Laguna	871
157	Navajo	33,188
178	Pascua Yaqui	1,156

THE PARTY AND A PARTY OF THE	23.66
189 Pojoaque	114
214 Salt River	558
217 Santa Ana	72
218 Santa Clara	249
219 Santa Domingo	506
225 San Carlos	1,642
226 San Felipe	384
227 San Ildefonso	127
228 San Juan	66
249 Southern Ute	744
264 Tohono O'odham	2,087
281 Ute Mountain	317
303 Zia	82
304 Zuni	1,135

Not all Reservations Listed

**HUD 2019 Indian Block Grant - Housing Shortage:** 51,440

#### **How it Works:**

Manufacturing Plant 100,000 SF
Warehousing 30,000 SF
Offices 10,000 SF

(Utilization of existing shuttered facilities or creation of new facilities)

#### **How it Works:**

- Hiring & Training of Executive Personnel
- Hiring & Training of Administrative Personnel
  - Hiring & Training of Support Personnel
- Hiring & Training of Manufacturing Personnel

### HUD Studies Confirm Steel is a Superior Construction Material



#### What Makes the Steel Parts?

The proprietary *DreamWeaver Homes™* CAD system provides extensive design choices. Intelligent CAD streamlines engineering, designing and detailing processes while the technologically advanced manufacturing solutions produce cost-effective, lightweight steel framing components quickly and efficiently.



#### What Does the Plant Look Like?









#### What Does the Plant Look Like?

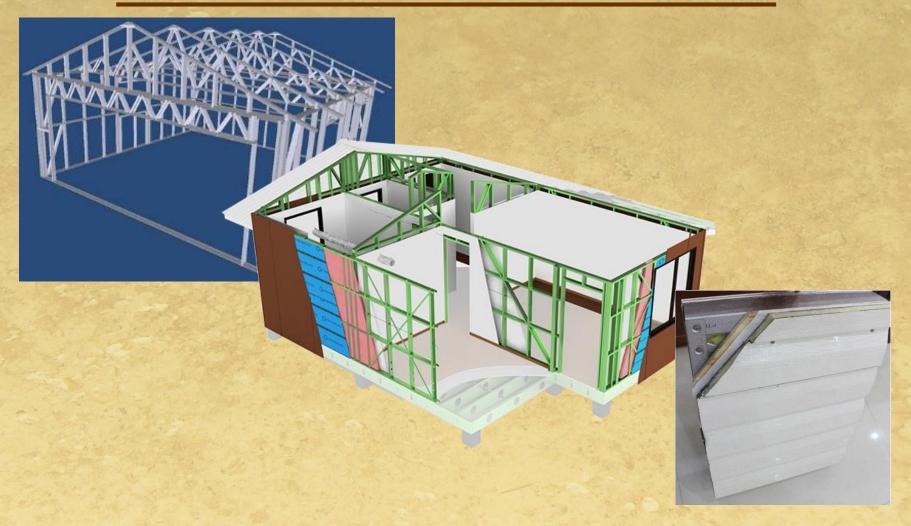






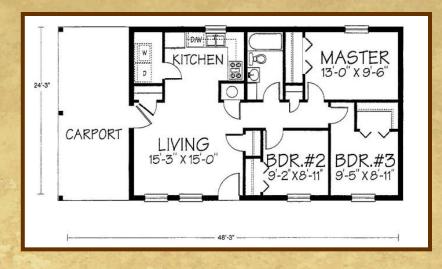


#### **How the Process Unfolds:**



#### **Typical Pricing:**





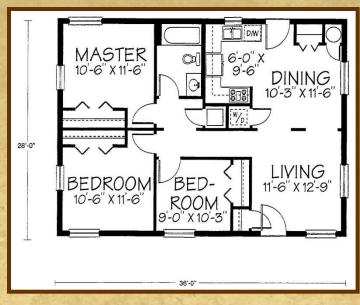
927 Square Feet (excluding carport)

Manufacturing Cost: \$21,192 - Suggested Price: \$41,078

PROFIT RETAINED BY TRIBE: \$19,886

#### **Typical Pricing:**





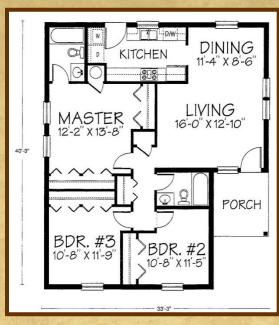
1,024 Square Feet

Manufacturing Cost: \$23,409 - Suggested Price: \$45,376

PROFIT RETAINED BY TRIBE: \$21,967

#### **Typical Pricing:**





1,197 Square Feet (excluding porch)

Manufacturing Cost: \$27,364 - Suggested Price: \$53,042

PROFIT RETAINED BY TRIBE: \$25,678

## What is a Typical Start-Up & Financial Return Model?

Initial Capital Investment: \$1,500,000

(Additional Investment Required Dependent Upon Growth)

#### **Cash Flow Positive**

Month 18

**Projected Net Profit - End of Year Two** 

(All Investments Returned)

\$11,650,000.00

#### Who is DreamWeaver Homes?

DreamWeaver Homes™ is a Delaware Public Benefit Corporation (PBC), formed to "create a general public benefit by promoting economic opportunity for individuals or communities beyond the creation of jobs in the normal course of business." It's management, consultants and owners have in excess of 350 years experience in the steel-framed home and commercial construction industries; manufactured and modular home construction; steel-framed housing development and design; and, they hold numerous patents related to the manufactured and modular housing industry.

In Closing ...

Worked closely with HUD & ONAP on the program designed around steel.

Currently exploring another alternative construction method ...

Stay tuned!

# Again, thank you for your time — it is appreciated.

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