

## A and A Holdings Corporation – Project Summary

A and A Holdings Corporation is a privately owned, for-profit construction, remodeling, and renovation company owned solely by Ashley Johnson. The business is minority- and woman-owned, and supports local procurement with key community stakeholders, including the City of Fayetteville and the Department of Defense.

**Owner:** Ms. Ashley Johnson (100% ownership)

**SOSID:** 1895430

**Date of Incorporation:** 9/25/2019

**Facility/Project Address:** 1207 Murchison Road, Suite C, Fayetteville, NC 28301

**Project Description:** Through this program, A&A Holdings Corporation will be able to more nimbly respond to procurement requests from community stakeholders and municipal partners by having access to its own fleet of machinery and equipment. Mrs. Johnson will hire skilled painters and drywall technicians whose capabilities complement her existing workforce. Her request includes:

**Job Creation:** Ms. Johnson believes she will create all required jobs within 12 months. Per program regulations, at least half of the jobs must be created within 18 months of the agreement, with all 5 created and maintained over 5 years.

- Number of Jobs created in total: 5
- Number of Jobs required to be created within Eighteen Months: 3
- Average wage: \$49,280
- All 5 will be created within a 5-year period of the incentive agreement, with all new positions maintained through the life of the program. Ms. Johnson expects to create all five jobs within 12 months of receiving the funds.
- The wages paid per position will be at least 10% above the average annual wage for the job classification in the Fayetteville MSA

JOB CLASSIFICATIONS		NEW FULL-TIME PROJECT RELATED JOBS				
EMPLOYEE TYPES	WAGES PAID PER POSITION	Year 1	Year 2	Year 3	Year 4	Year 5
Painter	\$44,000.00	3				
Drywaller	\$57,200.00	2				
New Jobs Created - By Year		5	0	0	0	0
Total Jobs Created & Maintained - By Year		5	5	5	5	5
		Year 1	Year 2	Year 3	Year 4	Year 5
New Wages Paid - By Year		\$ 246,400	\$ -	\$ -	\$ -	\$ -
Average Wages Paid - By Year		\$ 49,280				
Total Wages Paid - By Year		\$ 246,400	\$ 246,400	\$ 246,400	\$ 246,400	\$ 246,400

**Incentive Payment:** \$125,000 award, which will be invested back into the business in the following way:

- (1) Commercial Truck (\$40,000)
- (1) Side-by-side UTV or compact utility truck (\$20,000)
- (1) Dual-Axle Equipment Trailer (\$15,000)
- Vehicle & Equipment Maintenance/Repair for Current Fleet (\$25,000)
- Technology Upgrades (\$14,500)
  - Office computers, printers, routers
  - Cloud-based project management software
  - Field tablets/laptops for foremen and site staff
  - GFP tracking and fleet telematics
- Tool & Equipment Refurbishment (\$10,500)
  - Replacing essential jobsite tools
  - Safety gear updates/battery replacements
  - Equipment repainting and updated safety/jobsite signage
  - Branded vehicle wraps and decals

The committee recommends creating a progress draw schedule for incremental funding. The committee recommends filing a UCC-1 against any property purchased with Can Do Performance Financing funds to protect the organization's best interest in the case of default.

#### **Terms of Funding**

- 5 jobs created/maintained for 5 years at a business that is operational within a Qualifying Census Tract (QCT) in the City of Fayetteville
- If positions are created and maintained per the term of the agreement, all grant funds will be forgiven
- If jobs are not created/maintained as agreed, then the funds must be paid back for every job that was not created, at a rate of \$25,000 per job. Repayment terms will be determined at the end of the five year period, based on a fair market rate

**Per the Can Do Performance Financing Investment Committee, Ms. Johnson must:**

- Continue to work with a CPA to prepare annual certified tax returns
- Provide regular progress updates to the Can Do Performance Financing Investment Committee
- Serve as a Program Ambassador for future rounds of Can Do Performance Financing Program funding

## Maybridge Development, LLC – Project Summary

Maybridge Development, LLC is a privately owned, for-profit company owned solely by Latisha Perkins that specializes in construction services, historic preservation, and project management. The business is minority- and woman-owned, and supports local procurement with key community stakeholders, including the City of Fayetteville and the Department of Defense

**Owner:** Ms. Latisha Perkins (100% ownership)

**SOSID:** 2636001

**Date of Incorporation:** 5/9/2023

**Facility/Project Address:** 109 Hay Street, Fayetteville, NC 28301

**Project description:** This project was presented to the committee in two phases. Phase 1 is for \$200,000, creating eight (8) jobs. Phase one includes workforce expansion and operational strengthening. It will equip the Maybridge Development, LLC team with the tools, spaces, and systems necessary to execute projects efficiently and safely. Phase two creates a comprehensive, community-based natural disaster response team capable of deploying within 24-48 hours of an event. The effort will enable coordinated debris clearance, emergency aid distribution, and volunteer management, while supporting long-term recovery planning. Funds for Phase 2 will not be drawn down until all requirements for Phase 1 investment have been met.

**Job Creation:** Ms. Perkins has submitted a two-phase project proposal

- Number of Jobs Created in **Phase 1:** 8
- Number of Jobs Created in **Phase 2:** 4
- Number of Jobs Created within Eighteen Months: 6
- Average wage: \$56,917
- New positions must be maintained throughout the life of the program
- Wages paid per position must be at least 10% above the average annual wage for the job classification in the Fayetteville MSA

JOB CLASSIFICATIONS		NEW FULL-TIME PROJECT RELATED JOBS				
EMPLOYEE TYPES	WAGES PAID PER POSITION	Year 1	Year 2	Year 3	Year 4	Year 5
Operations Manager	\$95,000.00	1				
Field Estimator	\$78,000.00	1				
Bookkeeper	\$48,000.00	1				
Site Supervisor	\$65,000.00	1				
HR Coordinator	\$52,000.00	1				
Skilled Laborer	\$40,000.00	3	2			
Disaster Recovery Specialist	\$75,000.00		1			
Safety & Quality Officer	\$70,000.00		1			
New Jobs Created - By Year		8	4	0	0	0
Total Jobs Created & Maintained - By Year		8	12	12	12	12
		Year 1	Year 2	Year 3	Year 4	Year 5
New Wages Paid - By Year		\$ 458,000	\$ 225,000	\$ -	\$ -	\$ -
Average Wages Paid - By Year		\$ 57,250	\$ 56,917			
Total Wages Paid - By Year		\$ 458,000	\$ 683,000	\$ 683,000	\$ 683,000	\$ 683,000

**Incentive Payment:** \$300,000 phased award, which will be invested back into the business in the following way:

- PHASE 1 Request: \$200,000 award, which will be invested back in the business in the following way:
  - 5-year Office Lease and related buildout expenses (\$130,000)
  - (1) Ford F-150 for Field Director (\$44,000)
  - (1) Utility Trailer (\$5,500)
  - Field tablets, software, and licenses for communication, digital operations, and time tracking (\$5,000)
  - Marketing and Branding (\$2,000)
  - Essential Equipment and PPE (\$8,000)
  - Storage Solution – either (1) Shipping Container or (1) Storage Unit (\$5,500)
- PHASE 2 Request: \$100,000 award, which will be invested back in the business in the following way:
  - Storage & Base of Operations (\$7,000)
  - Communications & Coordination (\$8,000)
  - Safety Gear and PPE (\$14,000)
  - Cleanup and Recovery Tools (\$16,000)
  - Tents, Shelter, and Temporary Infrastructure for (\$13,000)
  - Power & Lighting Systems (\$8,000)
  - Emergency Food and Water for 3-5 people for 60 days (\$6,000)
  - Admin Operations Support (\$4,000)
  - (1) Flatbed Trailer, and (1) Leased Transport Vehicle (\$24,000)

The committee recommends creating a progress draw schedule for incremental funding in each phase. To move on to Phase 2 of the project, all job creation requirements must be completed for Phase 1. The committee recommends filing a UCC-1 against any property purchased with Can Do Performance Financing funds to protect the organization's best interest in the case of default.

#### **Terms o Forgiveness**

- 12 jobs created/maintained for 5 years at a business that is operational within a Qualifying Census Tract (QCT) in the City of Fayetteville
- If the positions are created and maintained per the term of the agreement, all grant funds will be forgiven
- If jobs are not created/maintained as agreed, then the funds must be paid back for every job that was not created, at a rate of \$25,000 per job. Repayment terms will be determined at the end of the five year period, based on a fair market rate

**Per the Can Do Performance Financing Investment Committee, Ms. Perkins must:**

- Utilize a CPA to prepare and certify her tax returns moving forward
- It is recommended that she enlist the services of a financial advisor
- Provide regular progress updates to the Can Do Performance Financing Investment Committee
- Serve as a Program Ambassador for future rounds of Can Do Performance Financing Program funding