

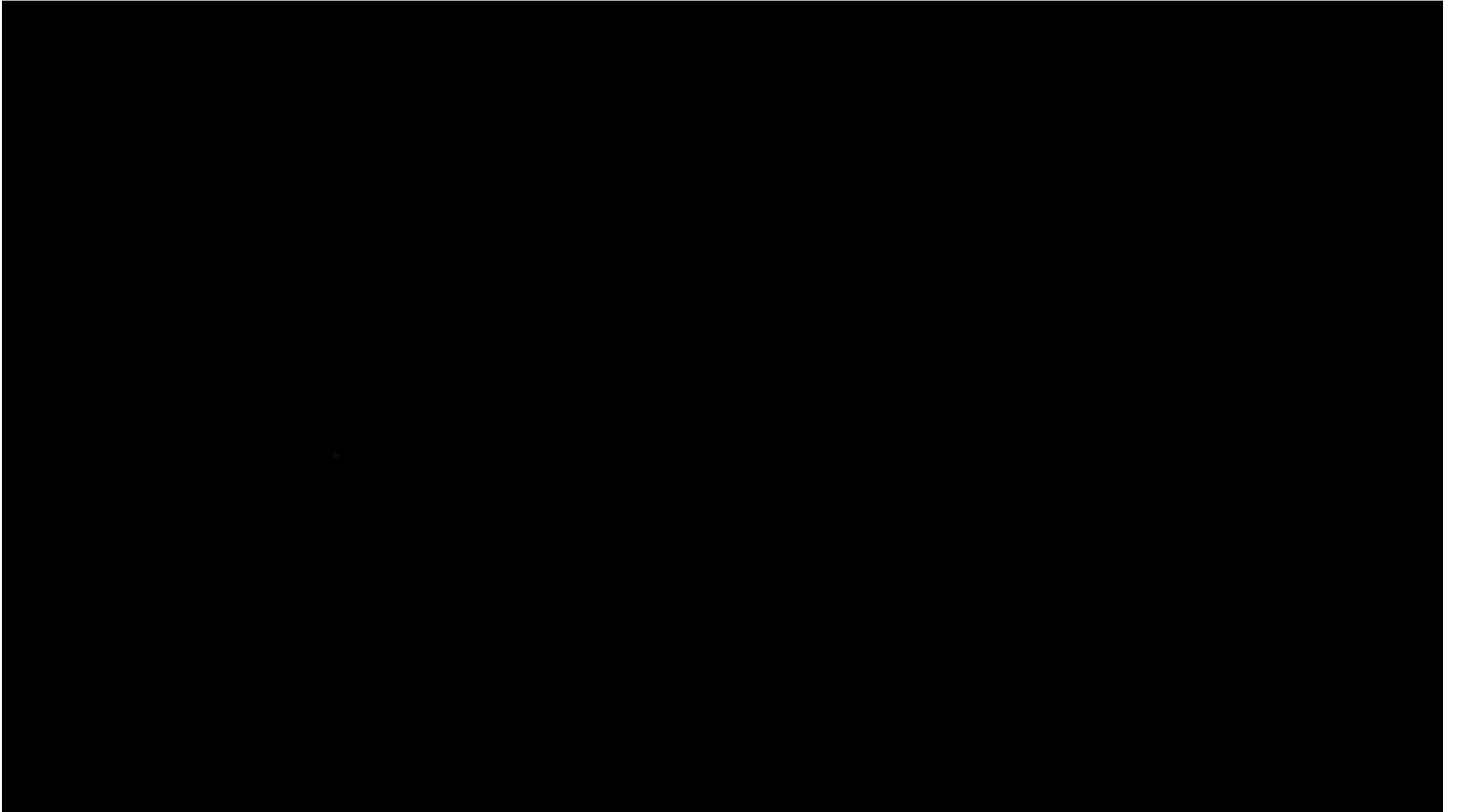


## CO:LAB Policy Board Tenant Selection Meeting Agenda

November 17, 2025 11:00 am  
CO:LAB Pensacola

- |      |                  |                |
|------|------------------|----------------|
| I.   | Welcome          | Annie Rose     |
| II.  | Roll Call        | Annie Rose     |
| III. | Meeting          |                |
|      | a. Introductions | Patrick Rooney |
|      | b. Presentation  | Courtenay Hall |
|      |                  | Scott Harvey   |
|      | c. Questions     |                |
|      | d. Deliberation  |                |
| IV.  | Adjourn          |                |





# Eagle Vision Empowerment Services LLC

## Eagle Vision Behavioral Health



Courtenay Y. Hall

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# **A Company of Excellence**

**“ We believe that excellence is the result of caring more than others think is wise, dreaming more than others think is practical, and expecting and achieving more than others think is possible.”**



# About Us

## Eagle Vision Operate Two Divisions

**Eagle Vision Empowerment Services, LLC** is a training, consulting, and coaching firm. The company focuses on empowering individuals and organizations with the knowledge, tools, and resources to develop and maintain mental and emotional well-being.

**Eagle Vision Behavioral Health** operates as a virtual private mental health practice, this division provides services to clients in Florida, North Carolina, and Washington State. It operates independently from the coaching and consulting firm to maintain compliance with licensing requirements.

We are dedicated to enhancing the mental and emotional well-being of individuals and organizations through specialized training, consulting, and coaching services.

Our unique approach combines knowledge transfer with practical tools and resources, empowering participants to foster resilience, self awareness, self confidence, and growth.



# About Me

Courtenay is a Licensed Clinical Therapist and Empowerment Consultant, proudly owning Eagle Vision Behavior Health Center LLC.

Her education includes a diploma in nursing, a Bachelors of Science in Management, a Masters Degree in Public Administration from Bellevue University, Bellevue Washington. She also holds a Masters in Social Work from Albany State University, Albany, Georgia, and the Lean Six Sigma Green Belt. She has over 40 years of experience, providing counseling to individuals, youth, couples, and families.

Eagle Vision Empowerment Services offers training and organizational development to businesses and community organizations. Her expertise fosters supportive structures that empower workforces and communities alike. A captivating speaker and workshop facilitator, Courtenay addresses personal empowerment and essential workplace skills. Her insights have been featured in publications such as the Atlanta Business Journal and Black Child Magazine.

# The Problem



Recent data, from the CDC indicates the United States is in a mental health crisis, experienced by people of all ages



**Burnout and Mental Health:  
The Silent Crisis Reshaping  
the US Workforce in 2025**



# The Solution

## Provide Training that:

- **Addresses the root cause**
- **Decreases the stigma of mental health by increasing understanding of Neuro Cognition**
- **Equip participants with the knowledge, understanding and skill sets that facilitate positive mental health environments (home, work.)**
- **Provide on going support**





# Businesses and Organizations

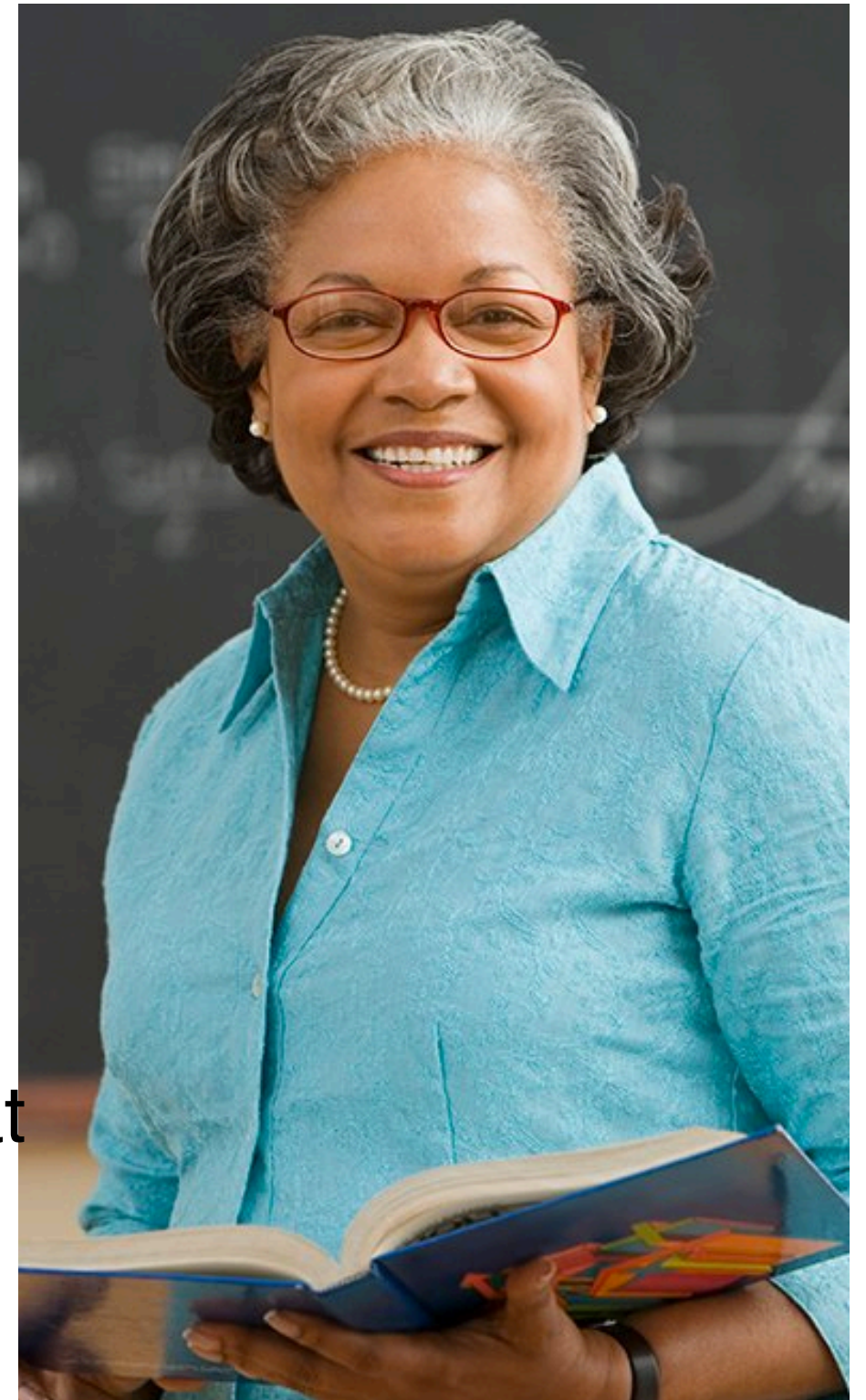
- Provide leadership development training to facilitate an understanding of mental health in the workplace and learn and develop the skill sets needed to cultivate a healthy work environment and support staff.
- Work to develop effective communication between administration and staff, helping to organize cost effective mental health benefits.

# Individuals

Provide programs in multiple formats

- Individual Coaching
- Therapy
- Group Setting
- Workshops
- Retreats

This allows participant the find a format that works best for them.

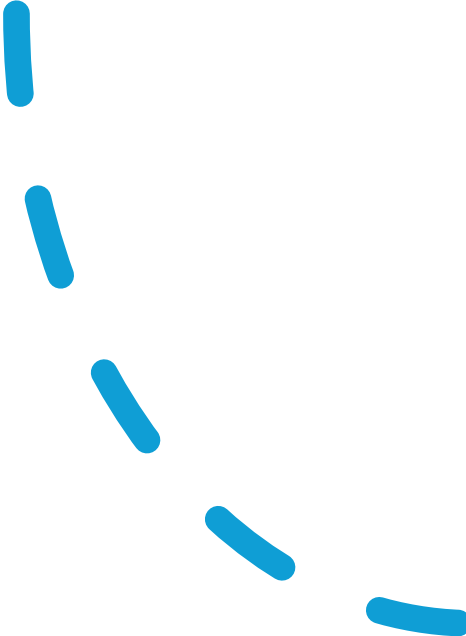




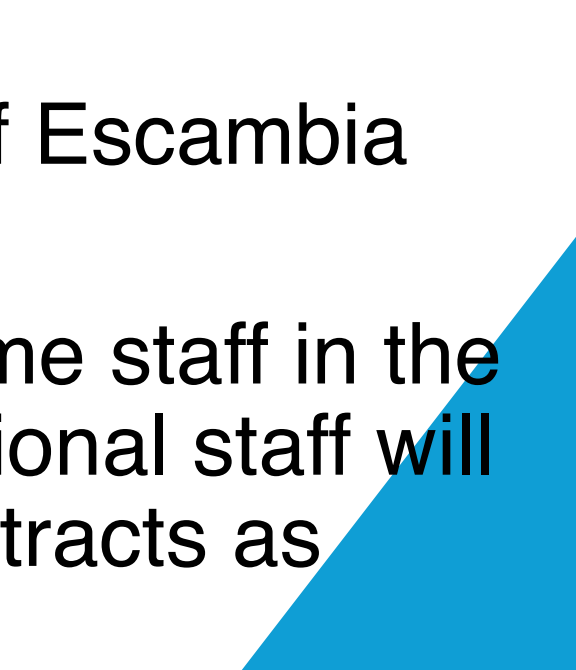
# Company Reach



## Eagle Vision Behavior health

- We serve clients throughout Florida, Georgia, North Carolina, and Washington state.
  - We plan to expand by bringing on additional licensed staff and interns that support increased client volume.
  - The goal is to continue to provide the individual Therapy and to expand to groups, which increases revenue while serving a larger segment of the population. The focus in this area will be young adults and seniors.
- 

**Eagle Vision Empowerment Services** will be focused on providing services :

- Via the internet and in person
  - In person throughout the Southeastern States, consisting of Georgia, Florida, North Carolina, South Carolina, and Virginia for workshops and conferences throughout the states
  - Most of our revenue will be from outside of Escambia County.
  - The goal is to bring on a minimum of 1 full time staff in the first 12 months from Escambia County. Additional staff will be brought in both full time and under subcontracts as programs and bookings increase.
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- A large blue right-angled triangle is positioned in the bottom right corner of the slide, pointing towards the top right.



### **Emphasize results**

- We will differentiate ourselves with results. We will establish our business offering as a clear and viable alternative for our target market, from the scores of unrefined, one-time seminar, consulting, and "feel good motivational" companies.

### **Build a relationship-oriented business**

- Build long-term relationships with clients, not single-visit deals. Become their advisor and partner of choice. Make them understand the value of long-term relationships.

### **Focus on target markets**

- We will focus our offerings on small business owners and entrepreneurs who have a passion for their business and have the willingness to work for what they receive. We do not want to compete for the buyers who seek "get rich quick" types of resources. We need to be able to sell to smart, quality-conscious clients.

### **Competitive Edge**

- The opportunity offers clients the ability to experience ongoing, reinforcement development, versus a typical "one-time" seminar format. Motivating The Masses provides development and support for a year or more. Each Strategic Workshop client will be immediately qualified for one-on-one coaching; we manage and monitor the specific progress of each client to ensure appropriate development.



# 5-Year Revenue & Expense Projection (2026–2030)

Business Financial Summary and Growth Outlook

# Overview & Financial Highlights

Year	Revenue (\$)	Total Expenses (\$)	Net Profit (\$)
2026	350000	110000	240000
2027	392000	148750	243250
2028	423500	152688	270812
2029	465850	191822	274028
2030	512435	196163	316272

This 5-year projection demonstrates a financially stable and scalable business model. Revenue grows consistently from \$350,000 in 2026 to \$512,435 in 2030, supported by strategic staffing and controlled operating expenses. Even with additional personnel, the company sustains strong profit margins and positive cash flow throughout the projection period.



# Key Insights

- • Revenue Growth: 46% over five years, averaging ~10% annually.
- • Expense Control: Operating costs rise gradually ( $\approx 5\%$  yearly) despite staff expansion.
- • Profitability: Pre-tax profit remains strong, exceeding \$240K annually, growing to \$316K by 2030.
- • Cumulative Pre-Tax Profit (5 years): Approximately \$1.34 million.

# Staffing Plan

- The company expands strategically to support revenue growth:
- 2026: 1 staff (\$35,000)
- 2027–2028: 2 staff (\$70,000 total)
- 2029–2030: 3 staff (\$105,000 total)
- This measured expansion enables service capacity growth while maintaining strong profitability.

# Strategic Takeaways

- The business exhibits sustainable growth and strong financial management.
- Profit margins average 62–68% pre-tax, underscoring fiscal efficiency.
- Expansion aligns with operational capacity and long-term scalability.
- The projection supports a compelling case for funding, investment, or expansion.
- Overall, the business demonstrates financial resilience and clear potential for continued growth.

**Eagle Vision** plans to reach their target companies by four methods which have been proven to be effective. They are:

**Lead Generation Program or Affiliate Marketing:** Eagle Vision will do a direct mailing with key affiliate partners. In this industry, the average is a 10% conversion ratio.

**Free Talks/Networking:** This is an excellent opportunity for new coaches and new trainers getting launched to get exposure to Chambers of Commerce, trade councils, and professional organizations, etc. It has been industry experience that it is most beneficial to have at least two of these talks per month and attend two networking events per month. We also use a weekly talk show on international streaming radio.

**Referrals:** Referrals are a large part of MTM's business, putting together an effective drip campaign and concentrated effort will leverage this opportunity.

**Other Income Generators:** selling merchandise online and at conferences, speaking engagements, retreats



## TEAM

- Anthony Hall – Audio/Video Engineer, Producer
- Robert Thomas - Computer Science/Programmer,
- Ladarious Thomas - A Graphic Designer with experience in Graphic Exam Marketing Communication and UX/UI.
- Rhonda Bush – Assistant Multiple independent contractors



Thank You

Please feel free to reach out to me at

Mrs. Courtenay Y. Hall

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[Courtenay@eaglevisiones.com](mailto:Courtenay@eaglevisiones.com)



# STRATYNE CONSULTING

## STRATYNE CONSULTING PARTNERS

Technology-first advisory. Vendor-neutral. Capital-enabled.

5

Revenue Streams

4+

Certified Partners

\$28M

Capital Facilitated

75%

Export Revenue

### Committed to Escambia County and the NWFL Region

Scott Harvey, Managing Partner

✉ scott@stratyne.com ☎ (850) 672-8264

CO:LAB Pensacola Application

## Market Opportunity & Export Focus



### PROBLEMS WE SOLVE

- 🔒 Cybersecurity compliance gap (CMMC 2.0 / NIST 800-171 / PCI / HIPPA)
- 🧩 Tech paralysis from legacy stacks and fragmented vendors
- 📝 Capital execution gaps (structuring, sourcing, closing)

### EXPORT FOCUS

- 🌐 75%+ current revenue from outside Escambia County
- 👤 Active and target clients across AL, FL, GA, IL, LA, MO, MS, NY, OR, TN, TX, UT, and nationwide

### MARKET SIZE

\$180B

Total Addressable Market

Digital transformation + cybersecurity consulting

\$45B

Serviceable Market

\$240M+

Near-Term Pipeline

Targetable clients across verticals

### REGIONAL IMPACT (CDRF)

\$16.9B

Federal contracts unlocked

\$140B+

NWFL economy protected

5,000+

High-wage jobs by 2028

## Business Model: Five Revenue Streams

### 1) CONSULTING (CLIENT-PAID)

- 👤 \$50–\$500/hr based on skillset
- 📅 Retainers: \$2,500–\$100,000 depending on scope

### 2) IMPLEMENTATION PARTNER MARKETING

- 🔑 10% of implementer profit for referred work
- 👤 Current certified partners (4):



meter



### 3) CAPITAL FACILITATION

- ⚡ 2–3% origination fee on capital secured
- 📄 Debt, equity, credit lines, venture capital
- 💰 \$28M facilitated to date

### 4) EQUITY & REVENUE SHARING

- 📊 Typical equity ~5% depending on growth/exit
- 📄 Revenue share agreements in progress
- 🔄 Building recurring income (MRR strategy)

### 5) GUARANTEED CAPITAL PARTNER RIGHTS

- 🔒 Exclusive right of first refusal for future funding
- 👤 Strategic long-term relationships with select clients

### HIGH-RISK CLIENT STRUCTURE

- 📋 Execute all fees simultaneously:
  - Origination + Revenue Share + Equity Position
  - No premium fee added

### CDRF REVENUE MODEL

- 👤 SMBs pay grant processing fee from grant funds
- ⚡ Implementers fund marketing (10% profit share)

## FINANCIAL PROJECTIONS

**\$1.2M**  
2025 Revenue



**\$3.8M**  
2026 Revenue



**\$8.7M**  
2027 Revenue

192% CAGR with 60–70% margins

## How We Serve (Advisory • Partner Network • Capital)



### STRATEGIC ADVISORY

- ✓ Vendor-neutral technology roadmaps and strategic guidance
- ✓ Cybersecurity readiness assessments and compliance guidance
- ✓ CMMC 2.0 / NIST 800-171 expertise and preparation
- 🚫 **We do not implement solutions - we coordinate certified providers**



### CAPITAL FACILITATION

- ✓ \$28M+ structured (loans, equity, credit facilities)
- ✓ 2–3% origination fees on facilitated capital
- ✓ Exclusive Right of First Refusal (ROFR) relationships for ongoing client financing
- ✓ ~5% equity positions + revenue sharing agreements for long-term MRR



### CERTIFIED IMPLEMENTATION PARTNER NETWORK

- ✓ 5 signed partners today (SwiftWorks, Congrulis, ARGO Cyber Systems, Data Revolution, Meter Networks)
- ✓ Scaling to 20+ partners within 12–18 months
- ✓ Partners pay us 10% of profit for qualified referrals

### CDRF FLAGSHIP PROGRAM

The Cyber Debt Relief Fund - our signature initiative to eliminate cybersecurity technical debt for SMBs in Northwest Florida

**100+ SMBs**

Target for next 12–18 months

**\$16.9B**

Federal contracts unlocked

**5,000+**

High-wage jobs created


Revenue: SMBs pay grant processing fees; implementers fund marketing (10% profit share)



## Team Profiles

### CURRENT TEAM (4)

#### Scott Harvey

 Managing Partner, Senior Consultant  
Sales & Marketing Strategy, Full-Stack Enterprise Business Technology Consultant


#### Chris Morris

 CDRF Director & Business Consultant  
Branding, Sales, and Marketing Consultant

#### Andrew White

 Senior Financial Consultant  
Loan Officer, PE & VC Negotiator

#### Gerard Epesse Same





 Senior Technology Consultant  
MBA, CCIE, Full-Stack Enterprise Infrastructure & Cybersecurity, CTO, CIO

### EXPANDING +3






- + Brittany Johnson (Marketing Specialist)
- + Johvan Ferrera (MBA, Business Consultant)
- +1 Specialist Consulting Roles (Q1-Q2 2026)

## Why CO:LAB (Mentorship, Network, Community — Not Capital)

### WHAT WE NEED FROM CO:LAB

-  Mentorship from scaled STEM founders and federal-contracting experts
-  Network access to defense primes, cybersecurity leaders, and implementers
-  Community visibility and collaborative workspace
-  Credibility in Pensacola's entrepreneurial ecosystem

### CO:LAB FIT

-  STEM-based technology advisory
-  Under 25 employees (currently 3, growing to 7)
-  75%+ export revenue (outside Escambia County)
-  High-growth model with recurring revenue (192% CAGR)
-  Committed to remain in Escambia County

### 12-18 MONTH MILESTONES

**20+**

Certified Implementation Partners

**\$50M+**

Capital Facilitated

**100+**

SMBs in CDRF Program





**3 → 7**

Team Growth

**\$3.5M**

Annual Recurring Revenue

### HOW WE'LL CONTRIBUTE BACK

-  Mentor cohort on capital structuring and cybersecurity compliance
-  Share implementer network and best practices playbooks
-  Host workshops on vendor-neutral tech selection and federal readiness
-  Facilitate relationships between CO:LAB startups and capital sources