



TM

# Boundless Connections

Tech ed is the electricity of the 21<sup>st</sup> century  
and everyone needs full access

# CAPITAL PARTNERS SOUGHT TO FUND:



Corporate development  
and expansion



Additional locations &  
specific development



Procurement, sponsors,  
branding & marketing



One of these doesn't have a talent pipeline

---

Tech changes too quickly for current educational systems



Best practices don't work when things are constantly changing

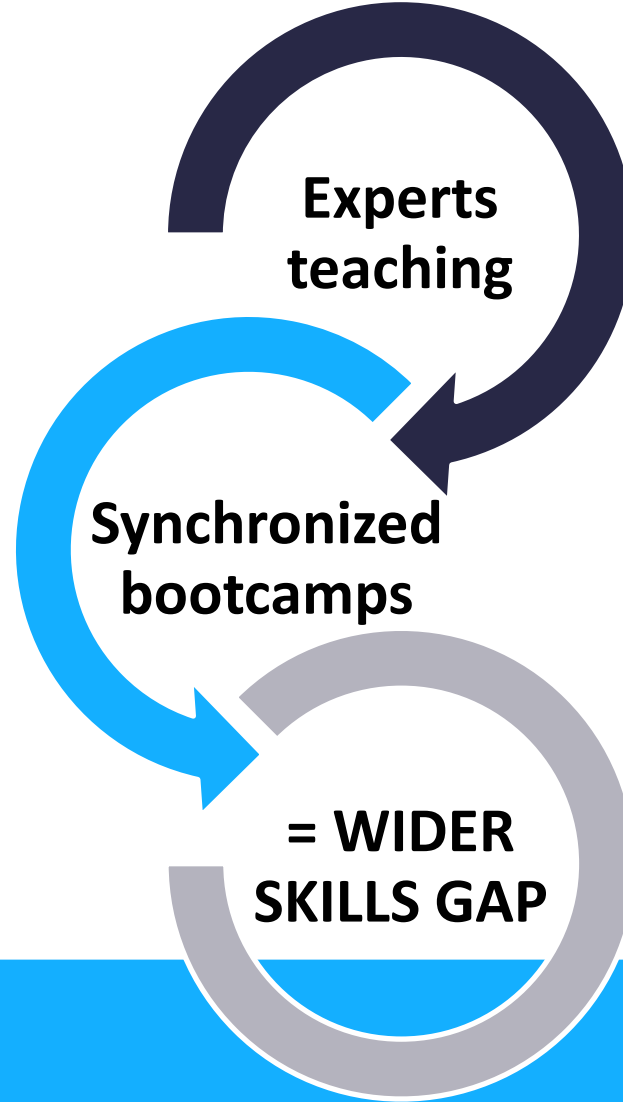
## THE PROBLEM – PART 1

---

## Current best practice:

Bootcamps where an expert is expected to get 30 people to “catch up” in a few days.

Like trying to teach 30 people to play piano at the same time.



## Current best practice:

People sign up for online courses without any in person support. They fall behind or get overwhelmed and quit.

Less than 20% complete the course.

# THE PROBLEM – PART 2

# SOLUTION

**State of the art technology accessible 24/7 to everyone**  
**A comfortable environment designed to overcome barriers**  
**Facilitators who are trained to make tech personal**  
**Using tech to connect with your local community**  
**Learn at your own pace and once you know it, show it**



TM

**Boundless Connections**  
TECHNOLOGY CENTER



# EXPLORE & LEARN at your own pace in a comfortable space

- 3D Printing/Additive Manufacturing
- Artificial Intelligence
- Audio/Video Editing
- Augmented/Virtual Reality
- Automation/Robotics
- Coding/Hacking/Security
- Online Streaming/Broadcasting
- Smart Tech/Internet of Things



# KEY INDICATORS

70 % of teen participants increased their grades by a whole letter or more

50-60% female  
45-55% minority  
55-60% low income  
40-50% neuro diverse  
35% under 18  
35% 18-50 years-old  
30% over 50 years-old

For every  
10 who  
tour

7 engage

4 for life



COST OF  
ACQUISITION  
**\$643.80**



	<b>Yearly</b>	
Marketing	\$324,000	
Salaries	<u>\$319,800</u>	
Total cost	\$643,800	
Ave Purchase/Participant	\$2,700	
Participant Revenue	\$2,700,000	
Other costs	\$999,108	
Net profit	<u>\$1,057,092</u>	
Sponsor Income	\$804,459	
Total Profit	<u>\$1,861,551</u>	



Estimated Lifetime Value:  
~ 10 years: \$27,000



1000 participants  
per tech center/year

# NON-PROFIT PARTNER:

---

Fundraises and secures grants for scholarships and to get state of the art equipment



Trains all staff and facilitators in strategies focused on bringing out the best in people

**STRENGTH SOLUTIONS**



# MARKET OPPORTUNITY

Amazon committed **\$900 million**  
to train its own workforce to code



Current estimates of K-12 tech  
education spending is between  
**\$26-\$51 billion**



We are a sole source solution!

# TARGET AUDIENCES

50% of revenue @ 60% margin

## Business to Business

- All businesses need technically savvy workers
- HR departments can use membership as a benefit
- Reskill/Upskill contracts
- Companies like Verizon technicians need support for tablets & software

Yearly contracts auto-renewed

20% of revenue @ 25% margin

## Business to Consumer

- Engages beyond current tech savvy people
- Seniors, minorities, underprivileged and other abled
- Family destination where all have a way to engage

Requires constant outreach

30% of revenue @ 40% margin

## Gov & Education

- Workforce development contracts
- STEM training for teachers
- After school programs for every grade & parents
- Tutoring for virtual college
- TECH Ed provider for private schools

Yearly increase in collaboration

# COMPETITION

hackathons

STEM initiatives

once a year,  
targeted demographics,  
no progression

18 and over bootcamp  
style workshops cannot  
keep up with the  
constant changes

adult  
education





workforce  
development

lego/robotic  
leagues

hour of  
code,  
online  
classes

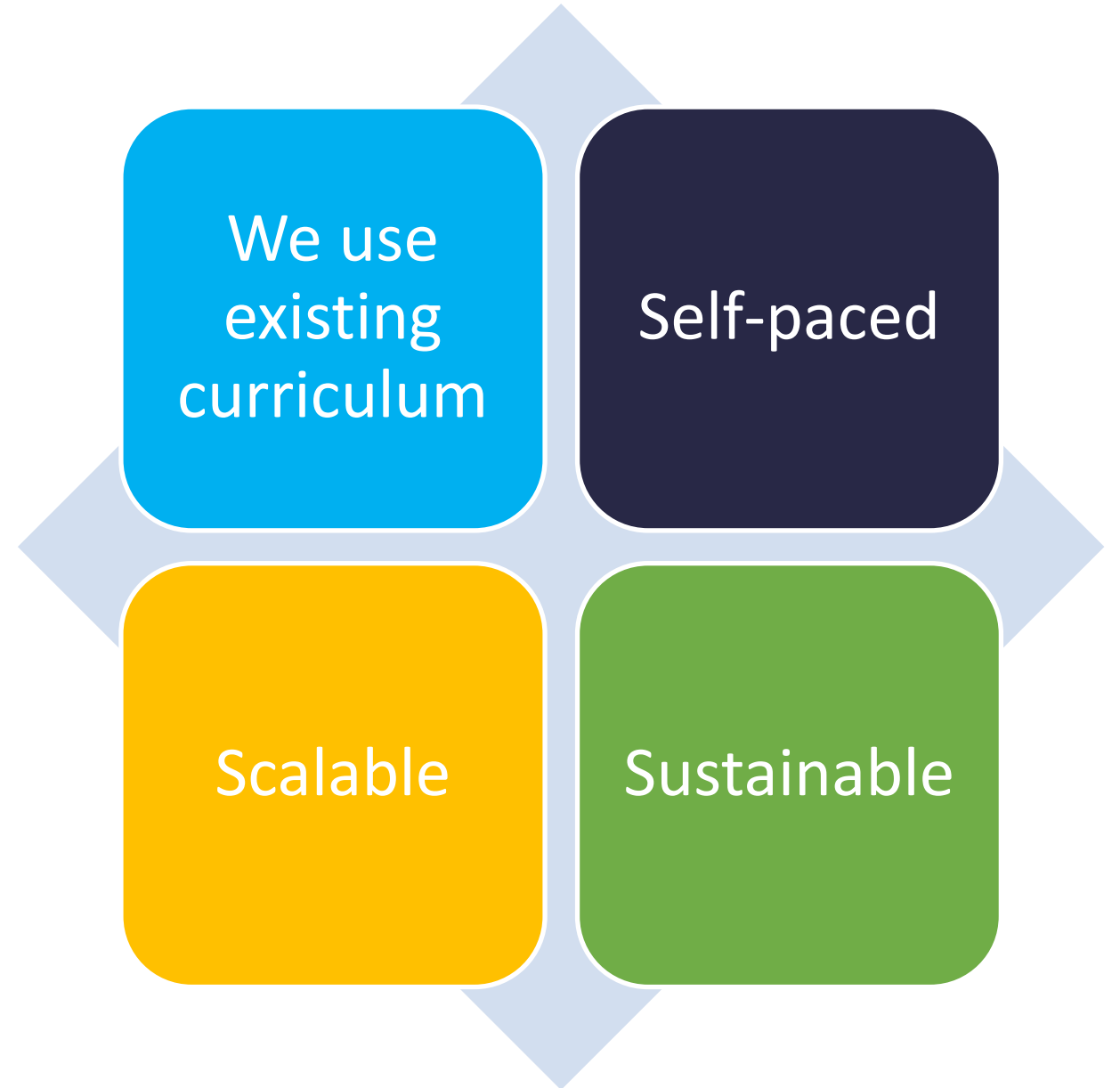
One off initiatives then  
wait for college,  
competitive pressure,  
everyone at the same pace

# COMPETITION – POSSIBLE STRATEGIC PARTNERS/SPONSORS

Company	Age	Interests	Ability	In Person	Self-paced	24/7
 HOUR OF CODE	K-12	Code	Beginner	✓		
 Lambda	18+	Code	Entry Level	✓		
 udemy	18+	ALL	Beginner to Intermediate		✓	✓
 BOUNDLESS CONNECTIONS	ALL	ALL	ALL	✓	✓	✓

# KEY DIFFERENTIATORS

- **Comprehensive, year-round, progressive programs**
- **Various ways to engage based on interest and ability**
- **Lean enough to keep up with the constant changes in tech**
- **Supports current initiatives**



# PROPRIETARY SOFTWARE

connecting with local businesses



## Boundless Connections

---

Qualifications for Administrator at Local Company A:

WINDOWS	VERIFIED		EXCEL	
<input checked="" type="checkbox"/> Connect to Wifi	VERIFIED	>	<input checked="" type="checkbox"/> Add Text to Cell	VERIFIED >
<input checked="" type="checkbox"/> Log in	VERIFIED	>	<input checked="" type="checkbox"/> Change Cell Data Type	VERIFIED >
<input checked="" type="checkbox"/> Restart	VERIFIED	>	<input checked="" type="checkbox"/> Copy/Paste Cells	VERIFIED >
<input checked="" type="checkbox"/> Shut Down	VERIFIED	>	<input checked="" type="checkbox"/> Edit Text in a Cell	DONE >
<input checked="" type="checkbox"/> Sleep	VERIFIED	>	<input checked="" type="checkbox"/> Sleep	DONE >
<input checked="" type="checkbox"/> Save a File	VERIFIED	>	<input type="checkbox"/> Save a File	>
<input checked="" type="checkbox"/> Rename a File	VERIFIED	>	<input checked="" type="checkbox"/> Rename a File	DONE >
<input checked="" type="checkbox"/> Move a File	VERIFIED	>	<input type="checkbox"/> Move a File	>
<input checked="" type="checkbox"/> Copy a File	VERIFIED	>	<input type="checkbox"/> Copy a File	>
<input checked="" type="checkbox"/> Open a File	VERIFIED	>	<input type="checkbox"/> Open a File	>

01

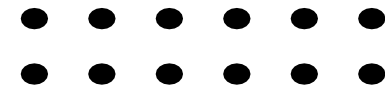
Skills verification checklists set up for sponsors and local companies/organizations

02

Each pipeline participant has a link with verified skills to add to emails, LinkedIn profile, etc.

03

Tracking and reporting of local progress and tech literacy to attract major companies







# SPONSOR MARKETING OPPORTUNITIES

---

- 5 programs available for sponsorship who engage at least weekly
- 10-15 interest clubs who meet at various times across all ages
- Coffee bar, repair room, audio/visual studio, virtual and augmented reality stations, 3d printing, welcome center
- 20+ events per year

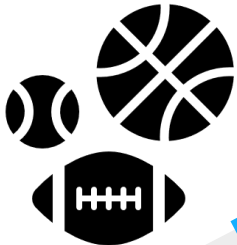
**PER LOCATION!**

# RELEVANT BACKGROUND



**Christina Lopez**  
Founder, CEO  
Boundless Connections, LLC

Playing with IT since 1984 and a lifetime of perspective in the sports industry as an athlete, coach, official and parent in skiing, soccer, and volleyball.



**1984**

9 years old, bad handwriting beautiful fonts – I’m hooked



**2000**

Working for a dot com before the crash



**2001-2005**

**Alfred State College**  
Bachelor Degree  
Software Development



**2005-2006**

Christina developed and worked with Mike on Cutco’s, multi-million-dollar, multi-national, e-commerce website, still in use, still considered state of the art.



**Michael Marvin**  
Founder, Executive Director  
Strength Solutions, Inc



**Boundless Connections**



Boundless Connections  
TECHNOLOGY CENTER

Pilot – Olean, NY  
Est. May 2017

# CURRENT LOCATIONS



Rochester, NY  
Est. August 2020

FINANCIAL



**Mark Blazek**

Principal  
at The Bonadio Group  
Rochester, NY

CAPITAL MARKETS



**David Kratochvil**

Managing Partner  
at Vista Capital Advisors  
New York, NY

REAL ESTATE STRATEGY



**Mike O'Mara**

Senior Vice President U.S. Capital  
Markets Net Lease Group  
at Avison Young  
Boston, NY

STRATEGIC MARKETING



**Nicole Newman**

Global Corporate Development &  
Strategic Marketing  
Rochester, NY

MERGERS & ACQUISITIONS



**Alan Pawlowski**

Partner  
at Next Point, LLC  
Buffalo, NY

LEGAL



**Patrick Sughroue**

Principal and Owner  
at The Business Law Group  
Grand Rapids, MI

# STRATEGIC PARTNERS

## CORPORATE

- **OZworks Group**
- **Work Analytic™**
- **Strength Solutions, Inc.**
- **The Virtues Project™**
- **Two Gems Consulting Services**
- **YOU?**

## LOCATION SPECIFIC

- **ARC of Monroe**
- **Champions Academy**
- **City Youth Bureau**
- **NYS DDPC**  
Developmental Disabilities Planning Council
- **RocWorks**  
NYS DOL Workforce Development
- **Autism Up**
- **YMCA of the Twin Tiers**

# CURRENT FINANCIALS



**SOLE OWNER LLC** - Completely bootstrapped

Personally invested over \$700k in contracts over 10 years to prove this model works in both small, conservative towns and big, tech savvy cities while staying relevant with the constant changes in technology.

Note: Zero spent on marketing, not fully-staffed

All growth to this point has been through word-of-mouth / referrals

## TECHNOLOGY CENTER TRACTION

Year	Rev	Bootstrap Contracts	FTE Payroll	Ave Monthly Customers
• 2017	101k	88k	0	15
• 2018	103k	80k	1	25
• 2019	196k	50k	1	32
• 2020	155k	100k	2	10 <small>Closed for 5 months</small>
• 2021	200k <small>projected</small>	0	3	73

# FUTURE FINANCIALS

## 5 YEAR PRO FORMA

Conservative: -10%

Homerun: + 30%

EACH LOCATION	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	\$786,494	\$2,797,683	\$3,451,218	\$3,623,779	\$3,804,968
Direct costs	\$868,190	\$1,054,846	\$1,058,096	\$1,111,001	\$1,166,551
Gross margin	<b>-\$81,696</b>	<b>\$1,742,837</b>	<b>\$2,393,122</b>	<b>\$2,512,778</b>	<b>\$2,638,417</b>
Gross margin percent	-10%	62%	69%	69%	69%
Operating Ex	\$988,325	\$1,072,884	\$1,105,561	\$1,160,839	\$1,218,881
Income taxes		\$0	\$33,498	\$64,378	\$67,597
Total expenses	\$1,856,515	\$2,127,730	\$2,163,657	\$2,271,840	\$2,385,432
Net Profit	<b>-\$1,070,021</b>	<b>\$669,953</b>	<b>\$1,287,561</b>	<b>\$1,351,939</b>	<b>\$1,419,536</b>
Net Profit/Sales	-136%	24%	37%	37%	37%
Cumulative Operating Profit	-\$1,070,021	-\$400,068	\$1,957,514	\$2,639,500	\$2,771,475

WE EXPECT TO RAISE FUNDS TO COVER 2 YEARS OF OPERATING EXPENSES PER LOCATION

**MILESTONE:**

**10**

**LOCATIONS**

**OPPORTUNITY TO PURSUE:**

- multi-million-dollar sole source solution contracts
- multiple location sponsorships with major tech companies
- strategic partnerships with major brands (banks, auto, etc.)
- Equipment sponsors reduce initial cost of new locations



# CAPITAL NEEDS: (CURRENT & FUTURE)

## USES:

- corporate development
- branding/marketing
- operating/expansion capital for current NY locations
- recruit sponsorship sales expert
- recruit government contract procurement expert
- attract other capital partners

## Current Development Round - Up to \$2M

- Terms subject to negotiation
- Equity, Convertible Debt, Sponsorships, Grants possible
- Potential for QOZB investment by QOF
- Other tax=advantaged structures possible (e.g., Section 1202 QSBS)
- Suggested minimum pre-\$ valuation - \$5M

## Future Expansion Capital - Up to \$10M

- Amount, structure and terms to be determined by corporate development plan
- May be corporate capital; location=specific JV capital; Real Estate investment; Sponsorship capital
- Timing – TBD

**2-3  
years**

We anticipate venture/growth investors currently or could structure annual investor distributions after year 2.

**4-5  
years**

Anticipate accumulating sufficient net cash from operations to offer development round investor attractive “venture capital rate” exit transaction year 4 and after.

**6-7  
years**

Founder dedicated to company growth to fulfill its vision, committed to establishing its sustainable growth.

**8-10  
years**

Logical suitors for strategic joint ventures OR EXIT transactions: Amazon, Apple, Boeing, Google, Facebook, Microsoft, Tesla, etc.

**INVESTMENT CONSIDERATIONS**



**Boundless Connections**

**Are you ready to  
invest in THE utility  
of the 21<sup>st</sup> Century?**

**For Further Information Contact:**

**Christina Lopez | 716.790.1476**

**[clopez@boundlessconnections.com](mailto:clopez@boundlessconnections.com)**

# INDEX

**LEAN BUSINESS MODEL**

**WHAT WE OFFER**

**CURRENT TEAM**

**TRACTION IN OLEAN, NY**

**TRACTION IN ROCHESTER, NY**

**MARKETING GROWTH STRATEGY**

**RESEARCH & ARTICLES REFERENCED**



### STRATEGIC PARTNERS

IT Companies  
Financial Institutions  
Economic Development Associations

## CUSTOMER SEGMENTS



### Business to Consumer

Self-identified tech gurus, artists, musicians, gamers, athletes, grandparents, college students



### Business to Business

Tech literate workforce  
Tech talent pipeline  
Skills training & verification



### Education & Government

Home school associations  
TECH Ed provider for private schools  
After school programs  
Teacher & Parent Meetings



## VALUE PROPOSITION

24/7/365 access to state-of-the-art technology increasing tech literacy while developing a local tech talent pipeline

### KEY METRICS

Tours  
Memberships  
Participants  
Sponsors  
Grants  
Contracts

### ADVANTAGES

All demographics, interests & abilities  
  
Can keep up with the constant changes in tech

### EARLY ADOPTERS

Other abled  
Neurodiverse  
Private Schools  
DEI Initiatives

### CHANNELS

Direct Outreach  
Social Media  
Websites  
Radio & TV  
Swag



### COST STRUCTURE

Rent & Utilities  
HR & Accounting  
Furniture Equipment

Marketing  
Software  
Security

### REVENUE STREAMS



Day passes  
Memberships  
Program Fees

Sponsorships  
Contracts  
Clubs & Events

# WHAT WE OFFER

\$15  
Day passes



\$40/month

TECH Clubs



\$150/month

Memberships



FEEDS INTO OUR YEAR ROUND  
**TECH PIPELINE PROGRAMS:**

\$100/month

TECH  
Recruits™

11-12  
years old

TECH  
Unleashed™

13-17  
years old

TECH  
Connect™

17 and over

TECH  
Launch™

17 and over

\$1,500/month

TECH  
Launch™

17 and over

TECH  
Legacy™

Retired  
community

# CURRENT TEAM



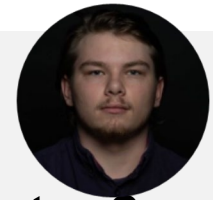
**Ryan Michelle Wilcox**

Program Outreach Manager & Public Relations



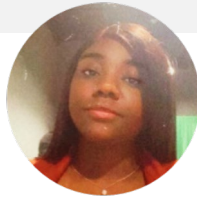
**Steve Capitani**

Front Desk Coordinator & TECH Launch Mentor



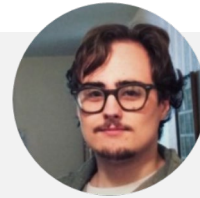
**Brenton Cousins**

Director of Operations & TECH Unleashed Facilitator



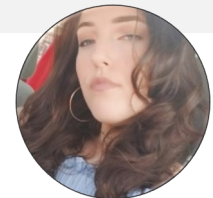
**Ayanna-Davey Nugent**

Executive Assistant & TECH Unleashed Facilitator



**Brian Kelly**

Programmer & TECH Launch & TECH Unleashed Facilitator



**Liz Schoonover**

Web Development & TECH Unleashed Facilitator



**Kelsey Boudin**

Contractor – Grant Writing  
Southern Tier Communications



**Noah Craddock**

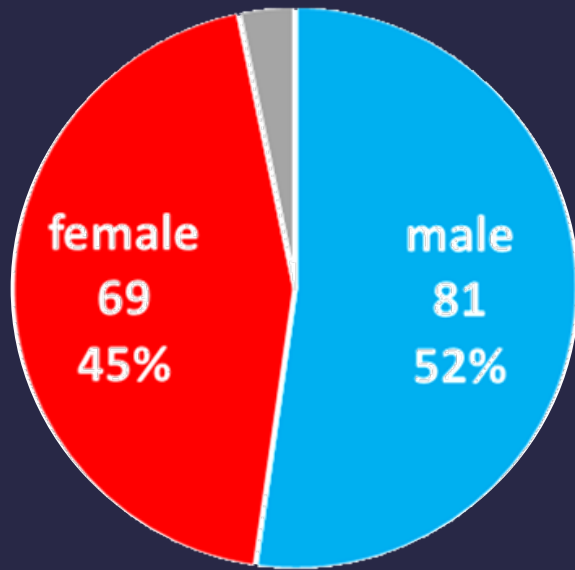
Contractor – Content Development  
SizzleReel



**Dr. Geri Lynn-Peak**

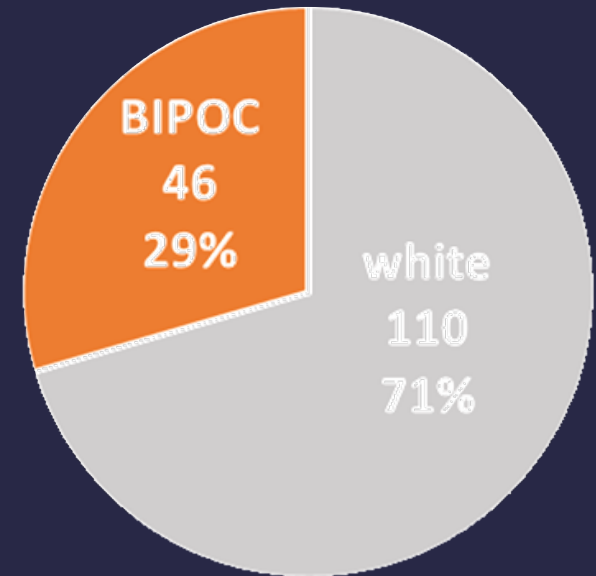
Contractor – DEI  
Two Gems Consulting

# TRACTION – PILOT IN OLEAN, NY (12k within 20-min drive)



- Tours: 208
- Participants: 158
  - ✓ 13–17-year-olds: 98
  - ✓ 18–49-year-olds: 35
  - ✓ 50+: 25

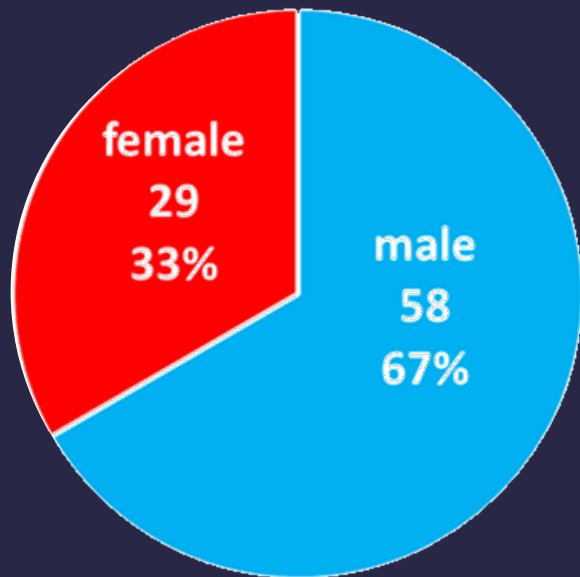
***Average visits  
per participant: 21 times/year***



Only 5% BIPOC in  
Olean Area



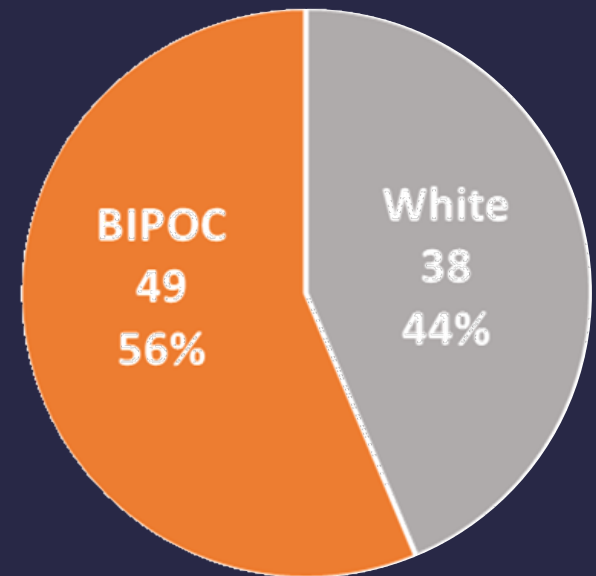
# TRACTION – ROCHESTER, NY (1.2 million within 20-min drive)



Boys Scouts skewed results  
Girls prep school visiting in March

- Tours: 122
- Participants: 87
  - ✓ 13–17-year-olds: 29
  - ✓ 18–49-year-olds: 32
  - ✓ 50+: 9

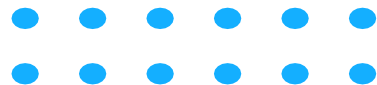
***Average visits  
per participant: 32 times/year***



# MARKETING GROWTH STRATEGY

---

- 1** Comprehensive rebranding
- 2** Implement customer referral program
- 3** Strategic overhaul of current outreach efforts
- 4** Develop sponsor & partner packages



# RESEARCH & ARTICLES REFERENCED

[\*\*BUILDING THE U.S. WORKFORCE: Current Challenges & Opportunities\*\*](#)

[\*\*K-12 EdTECH Funding Analysis\*\*](#)

[\*\*DIGITAL SKILLS GAP: Research on Digital Skills, Digital Literacy, and the Future of Work\*\*](#)

[\*\*Digitalization and the American workforce\*\*](#)

[\*\*Brad Smith of Microsoft – Funding to fill the 500,000 Open Cybersecurity Jobs\*\*](#)

[\*\*Google, Microsoft plan to spend billions on cybersecurity after meeting with Biden\*\*](#)