

1. Availability and High Cost of Housing

- a. Immigration.
- b. High Interest Rates.
- c. Ability for younger generation to purchase a home.
- d. *Our concept provides an estimated reduction in overall construction costs for a livable, safe and incredibly fast structure by 50% to 75% AND in a fraction of the time.*

2. Youth Involvement and Philanthropy

- a. *This may be the most important aspect of this concept...GILAYO®s (smaller scale) will be made available to kids and youth development programs at no cost based on a committed percentage of profits. This can engage young people to embrace steel design...every kid knows what a "2x4" is but 99% would not know what a "W6x15" is...we can change that.*
- b. Get young kids off the video games and out doing physical work.
- c. Learning geometry, pulling tape, laying out right angles and general construction work skills.
- d. Learning interpersonal relationships and working together.
- e. Encouraging the satisfaction of building something. Lasting memories. We are not interested in the individual monetary gain of this concept (happily retired); we would like to educate future generations in the advantage of steel versus traditional construction.
- f. Leaving a legacy for their future years...we all remember the first structure we built, and these will be there for a long time.

3. Trend Towards "Green"

- a. 99% recycled steel components.
- b. Sustainable...low carbon footprint.
- c. Virtually no impact to existing terrain compared to conventional construction.
- d. Relocatable...no permit required.

4. Fully designed and Virtually "Everything Proof"

- a. Fireproof, rot proof, bear proof, shotgun proof and much more...
- b. Seismic, wind, snow load, soil conditions...all enveloped for worst case scenarios and combinations.
- c. Steel design complies with provisions of the AISC Manual of Construction, latest addition.
- d. The lateral force resisting system is an Ordinary Moment Frame (OMF).
- e. Moment connections are bolted and plate connections,
- f. **GILAYO®** is capable of being stockpiled for emergency disaster relief...anywhere around the world.
- g. We have **GILAYO®**s in service and many more in production...*it's proven.*

5. States and Communities Pushing for ADU Options

- a. Our design meets and exceeds qualifications for the State of California recently approved streamlining of "qualified" ADU (Accessory Dwelling Unit) construction.
- b. CA provides \$40,000 grants for all ADU builders.
- c. CA's approval (certification) will open all doors nationwide.
- d. CA new laws **AB 1033, AB 976, AB 434** all passed in 2024 causing a tidal wave of interest.
- e. Similar measures are sweeping across the country with California leading the way.

6. Trend to “Off-Grid” Living

- a. Trend to safer and healthy living.
- b. Starlink provides high speed connection anywhere.
- c. Homesteading, minimalists, conservationists and environmentalists...survivalists.
- d. Current political unrest and turbulent possibilities.
- e. ***If you can drive only your pickup truck to a location, you can build any size structure!!***

7. Steel Production

- a. All components are currently produced by your company...no need for re-tooling or expansion
Virtually no shop labor by human hands...95% of steel can be run through the most basic CNC fabrication equipment...only base and cap plates for columns require minimal shop welding.
- b. Beams are all square cuts with no copes or side plates...just cut to length and holes...reversible.
- c. Columns only have cap plate and base plate...no gussets or side plates, no stiffeners or shear tabs.
- d. No shop or field inspection...all visible, single pass, minimal fillet welds at cap and base plate only.
- e. Typical beams are W6x15, and columns are W8x10...all pieces less than 120” long (150 lbs. max).
- f. Regardless of the size of the structure the columns are all the same (two different lengths) and the beams have only two-mark numbers and require no human shop labor for welding.
- g. Metal decking is all 144” long (83 lbs. per sheet).
- h. *Lowest rate possible for shop production costs.*

8. Erection Simplicity

- a. Each piece of steel weighs less than 150 pounds and can be erected without any heavy lifting equipment and can be installed with a wrench, drill, and ladders.
- b. No field welding...all bolted (A307 soft bolts) for steel and screwed or pinned connections for metal decking and siding.
- c. Beams are all reversible and if the holes match up, they’re erected correctly
- d. *Structure cannot be erected wrong...no instructions needed in any language...only goes together one way.*
- e. **GILAYO®BASE** can be erected in 3 days by 2 men with **NO STEEL EXPERIENCE** required
- f. Foundations are only two bags of 90-pound concrete at each column (hand dug 18” cube hole) and **NO SLAB-ON-GRADE...this eliminates ALL formwork.**
- g. *Design is “pin based” so requires no lateral bracing, no overturning, no grade beams, no slab on grade...minimal impact to existing terrain...if relocated = there is no sign that it was ever there.*
- h. *Unlimited expandability in any direction.*
- i. Exterior **GILAYO®DECK** modules can be converted to **GILAYO®LIVING** as time and money allow...exterior wall assemblies can be relocated as a unit. *None of the walls have any gravity or shear demand so doors and windows can be installed anywhere. NO INTERIOR WALLS.*
- j. *No permit required.*

9. Financial Benefits

- a. Minimal, if any financial risk...always positive cash flow.
- b. 50% downpayment at purchase agreement pays for hard costs...50% at shipping providing profit...no risk, no retention, no negative cash flow.
- c. Easily scalable...unlimited low-cost production, fabrication and shipping regardless of demand.
- d. *All initial customers become inevitable repeat buyers. Each additional unit reduces overall cost per square foot for the end user.*

10. Game Changer

- a. Provides answers to so many critical challenges regarding today's pressing issues worldwide.
- b. Takes the mystique and complexity out of the steel industry and brings all the advantages of steel to most "uneducated" Contractors, Builders, Architects and the public.
- c. All components are available virtually all around the world and the impact of this concept could not only change your company but have an impact globally.
- d. First year revenues if properly launched and promoted estimated at \$1 billion at higher-than-normal benchmark profits.
- e. Cuts out "retail" middleman...no Amazon, Home Depot, Lowes, etc....
- f. From purchase agreement to pick-up one week...erection 2 days...**GILAYO®** in place within two weeks of purchase...ready for finishes.
- g. Provides solid and ongoing profitable work for your company and your network of smaller steel fabricators.
- h. The possibilities of applications are endless.
- i. After sustenance, the next three most important desires for every human being (that has ever been or will be) are Shelter, Safety and Home...this concept provides all three...

Faster, Cheaper and Better.

- j. *Provides Company with visionary solutions and reputation for forward thinking.*