

Business Plan Summary — James Rogers

Enterprise Architecture • Systems Design • Strategic Consulting

Company & Positioning

- FSTEM, LLC (Delaware & Illinois). Base: Granite City, IL.
- Offer: enterprise architecture, systems design, strategic consulting.
- Edge: U.S. Army officer (veteran), international educator (China), author in energy/economics.

Core Services (3 Tracks)

- Business & Technology Consulting — enterprise systems (ERP/SCM/CRM), AI/FinTech adoption, operating models.
- Education & Training — STEM curriculum, leadership, veteran workforce (U.S. & overseas).
- Clean Energy & Innovation — P2P electricity pilots, microgrids, energy■backed finance (Power Currency), OZ strategies. Real estate only with a financial partner (JV or services+success fees).

Market & Go-To-Market

- Clients: founders, schools, nonprofits, local governments, veteran programs.
- Channels: website, LinkedIn, publications, SBDC/PTAC networks, partner referrals.
- Differentiator: disciplined delivery + global perspective + published IP.

Milestones

- Phase 1: Consulting/training revenue; tighten operating cadence and case briefs.
- Phase 2: Expand LLC services; incubator projects; curriculum deployments.
- Phase 3: Clean energy pilots (partner-backed real estate), veteran training scale-up.

Capital & Support Requested

- Capital need: ~\$50K (technology, marketing, working capital).
- Programs: Advantage Illinois, Angel Tax Credit, PTAC (set-asides), Enterprise Zone incentives.
- Asks: lender introductions, certification pathways (veteran-owned), partners for OZ/energy pilots.

Contact

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