

BUSINESS DEVELOPMENT PROPOSAL



Title: A Proprietary Non-For-Profit Fundraising Methodology Development Plan
Company: SEE Consulting (<https://www.SEEpublishing.com>)
Author: Cameron Mostaghim
Date: February 10, 2023



TABLE OF CONTENTS

I. OBJECTIVE	3
II. PURPOSES	3
III. DEVELOPMENT PROPOSAL	5
A. BDC and Proposal Overview	6
B. Anticipated Success of this BDC	8
IV. FUNDING OPTIONS FOR DEVELOPMENT	9
A. Required Resources for Coordinated Matters	9
B. SEE Consulting’s Capital Contribution	11
C. Estimated Value of this BDC	15
D. Suggested Funding and Purchase Options	18
V. THE DEVELOPMENT PLAN	20
VI. DISCLAIMERS & DISCLOSURES	24

Photo Credits	
Clouds	Taylor Van Riper on unsplash.com
Mapped hands	Stokpic on pixabay.com
Donate now (overlay)	Angiechaoticcrooks0 on pixabay.com
Assisted person	Stokpic on pixabay.com
Coral reef	Joakant on pixabay.com
Forrest	Sascha Barth on pixabay.com
Child	Alexa on pixabay.com
Health graphics	Gerd Altmann on pixabay.com
Assistance request	Niek Verlaan on pixabay.com
Grains and cereals	Shixugang on pixabay.com
Color pencils	No-Longer-Here on pixabay.com
Paint brushes	Skitterphoto on pixabay.com
Housing insecurity	José Manuel de Laá on pixabay.com
Colored hands	Tumisu on pixabay.com
Open box	D1_ TheOne on pixabay.com

I. OBJECTIVE

A Business Development Proposal for a development plan concerning a proprietary fundraising methodology and process that assists not-for-profit organizations in achieving their fundraising goals and organizational purposes.

II. PURPOSES

- 1) Assist not-for-profit organizations in funding their programs' organizational purposes,
- 2) Permit not-for-profit organizations to reduce or divert human labor resources to non-fundraising purposes in proportion to monies raised externally through the proprietary fundraising methodology and process of the would-be implementing business,
- 3) Bring attention to the causes of newly established or less known not-for-profit organizations that have decided to collaborate with the newly created business,
- 4) Leverage the yet-to-be disclosed proprietary fundraising methodology and process to attract and receive financial contributions on behalf of the collaborating not-for-profit organizations,
- 5) Leverage aspects of the yet-to-be disclosed proprietary fundraising methodology and process to engage the participation of yet-to-be disclosed third parties that, if

successful, will increase the overall fundraising revenues of the collaborating not-for-profit organizations,



- 6) Leverage the yet-to-be disclosed proprietary fundraising methodology and process so that the yet-to-be disclosed third parties will receive financial benefits to incentivize their participation and assistance,



- 7) Leverage the yet-to-be disclosed proprietary fundraising methodology and process (*i.e.*, the would-be features not known to exist on other fundraising platforms) to engage the participation of financial contributors and attract financial contributions,
- 8) Utilize the existing federal statutory framework concerning tax-exempt organizations to ideally achieve the maximum benefits and most favorable tax treatment permitted under U.S. law,
- 9) Leverage the yet-to-be disclosed proprietary fundraising methodology and process for a dual business entity structure permitting a “for profit” mechanism within the overall business development plan as referenced below,
- 10) Create a self-sustaining business that will be used to implement the proprietary fundraising methodology and process,

III. DEVELOPMENT PROPOSAL

We live in a cynical world that has no shortage of problems or concerns. The social problems facing society at large are as diverse as the population itself. From food scarcity, housing insecurity, environmental preservation and conservation, public health matters, education concerns and program engagement, the problems facing the world's population are nearly limitless, or so it seems.

HELP

A. BDC and Proposal Overview

This "value added" proprietary Business Development Concept ("BDC") (see BDC description on our "Services" webpage) and Proposal concern a business development plan for a proprietary not-for-profit fundraising methodology and process to be carried out through a newly established business. Nearly all not-for-profit organizations have their own established business presence, both on the internet and in their physical operations. Likewise, most not-for-profit organizations have their own established channels for direct financial contributions and fundraising events and activities. This development plan, as mentioned, concerns a proprietary fundraising methodology that converges certain fundraising platform characteristics, fundraising practices, tax law considerations, and other yet-to-be disclosed proprietary processes that are not known to currently exist with other fundraising platforms. There is no shortage of fundraising platforms that have proliferated the internet marketplace within the relatively recent past while attempting to cater to different market segments and fundraising purposes. Thus, this BDC and Business Development Proposal rely upon the yet-to-be disclosed proprietary methodology and processes that are not existing or found within other fundraising websites as one mechanism for capturing market share. (See Disclosure #2).

This proprietary fundraising methodology and process, with collaborative relationships (See Disclosure #3), will assist various non-for-profit entities and organizations in their attempts to redress the various societal problems or concerns for which they were created. As the end resulting plan contemplates an independent and separately existing operational business, there is the issue of what business form this

new business might take; a not-for-profit or a “for profit” business model. (See Disclosures #4). A dual delivery business entity structure (part not-for-profit and part “for profit”) appears to be most advantageous, but the ultimate business structuring is yet-to-be determined.

This BDC, Proposal, and would-be plan, were formulated with United States federal tax law and related domestic business practices in mind (See Disclosures #5), but the proprietary methodology is anticipated to also have fundraising usefulness to non-domestic and international reach not-for-profit organizations. In the United States, tax exempt status is afforded to various types of activity-based organizations. The most

common activity-based purposes where an organization’s incoming money is not taxed and the financial contributors are provided a tax deduction for their payments, are those involving religious, charitable, scientific,



literary, or educational purposes. While tax exempt or tax-free status is not automatic, once it is approved, it generally continues indefinitely so long as the organization’s activities continue with its tax exemption approved purpose. The nuances of federal not-for-profit statutory law are considerably more complex than one might think. Specifically,

an ambiguity appears to exist concerning the tax-exempt status of businesses that donate all their money to not-for-profit tax-exempt organizations, which potentially implicates a private equity capital investment. (See Disclosures #6).

B. Anticipated Success of this BDC

In addition to the favorable aspects of this BDC and Proposal concerning the objectives of assisting not-for-profit organizations in achieving their fundraising goals and organizational purposes, there are other incentives for a prospective business partner to financially contribute to the project espoused within this Proposal. Namely, fundraising is a substantial and lucrative business.

The future success of this BDC and Proposal are almost ensured from eventual long-term revenues. According to Wikipedia, GoFundMe has raised over \$9 billion in financial contributions, which averages to more than \$692 million dollars per year in the 13 years of its limited duration existence. Likewise, Kickstarter has raised over \$6.6 billion in financial contributions, which averages to more than \$507 million dollars per year in the 13 years of its limited duration existence. Finally, according to the Office of the California Attorney General, California charities reported over \$293 billion in revenues for 2019 alone. From a purely economic standpoint, this BDC and Development Proposal are almost guaranteed to be successful over the long-term due to the market share of fundraising revenues and the proprietary fundraising methodology and process that is not known to exist within other fundraising and crowdfunding platforms. (See Disclosure #2).

IV. FUNDING OPTIONS FOR DEVELOPMENT

This Business Development Proposal is primarily concerned with locating an appropriate financial contributing business partner(s), whether general or limited, or other suitable funding for further developing this concept and the would-be implementing business. This funding would ideally be all or predominantly private equity funding. As a dual delivery (part not-for-profit and part “for profit”) business entity structuring is an anticipated aspect of the implemented BDC and plan, dual funding (predominantly private equity and part not-for-profit funding) may be possible. (See Disclosure #4). The foregoing contemplates a funding strategy with potential equity sharing opportunities available to contributing business partner(s) derived from the “for profit” segment of the BDC and development plan. Other possibilities might include debt-financed business investment with repayment from future revenues or an outright purchase of this proprietary not-for-profit fundraising methodology BDC and SEE Consulting’s capital contribution to the project.¹

A. Required Resources for Coordinated Matters

Various matters need to be coordinated to successfully bring this BDC, Proposal, and the plan to fruition through the would-be new business. These matters are referenced for funding context because, while we possess significant and diverse skills, various

¹ As the earlier referenced GoFundMe, Kickstarter, and **\$293 billion** 2019 California charity reporting figures indicate unlimited long-term revenue potential with even a nominal acquisition of the overall charity fundraising market share, the outright purchase of this BDC and the development plan will be the most expensive of the various funding options as it forecloses our profit-share portion within the overall development plan.

matters will be more efficiently carried out by persons who specialize in those tasks. The various matters and required resources include:

- 1) Formation of two to three separate business entities, including drafting of organizational, governance, and related business documents,²
- 2) Tax ID applications, a not-for-profit tax exemption application, and business banking matters,
- 3) The preparation of commercial contracts governing the collaborative relationships with Third-Party NFPs to implement aspects of the development plan (referenced in Disclosure #3),
- 4) The preparation of commercial contracts governing the collaborative relationships of certain but yet-to-be disclosed third parties (Items #5-6 referenced in Section II, Purposes),
- 5) The preparation of commercial contracts concerning non-disclosure agreements (NDAs), intellectual property rights agreements, including liquidated damages clauses, with respect to independent third-party contractors or service providers,
- 6) While the implementing business is primarily internet-based, minimal office space and minimal office equipment with eventual expansion capabilities should be anticipated,
- 7) An advanced skills full stack web developer, or professional services company, capable of creating a website and a custom web platform, inclusive of payment

² Note that a particular business name has already been conceptualized making pre-formed entities not suitable for this business endeavor. (See Disclosure #7).

processing interface gateways, for implementation of certain functional features and aspects of the proprietary methodology and process,

- 8) Equipment infrastructure or contract service agreements with cloud-based service providers having expansion capabilities to handle eventual service transactions and related records from geographically dispersed international locations as diverse as the locations of the Third-Party NFPs with whom collaborative relationships might be established,
- 9) Professional insurance, advertising, accounting, and attorney services, and
- 10) Sufficient financial resources to fund all the foregoing pre-operations development and post-development operations for an estimated 2+ years' time.



B. SEE Consulting's Capital Contribution

Should an appropriate financial contributing business partner or other suitable funding be located, SEE Consulting's capital contribution is expected to consist of, at a minimum, *SEE Consulting's Interests in the Proprietary Not-for-profit Fundraising Methodology BDC*. This capital contribution includes:

- 1) The high-impact and proprietary aspects of the fundraising methodology and process that:
 - a) Assists not-for-profit organizations with funding and achieving their organizational purposes,
 - b) Allocates human labor resources of collaborating not-for-profits from fundraising to alternative more efficient uses,
 - c) Educates the public on the causes and existence of newly established or less known collaborating not-for-profit organizations in addition to those that are already well known or established,
 - d) Utilizes a yet-to-be disclosed process to attract financial contributors and obtain financial contributions as compared to financial contributions made directly to the not-for-profit organizations,
 - e) Utilizes a yet-to-be disclosed process that fosters competition and user choice in the not-for-profit fundraising markets,
 - f) Utilizes a yet-to-be disclosed process that provides incentives and financial benefits to third parties for their assistance with the fundraising efforts,
 - g) Attempts to maximize the most favorable business structuring and tax treatment while balancing the not-for-profit organizational purposes and funding goals, on the one hand, with the monetization opportunities concerning the proprietary methodology and processes, on the other hand, and

- h) Integrates certain precautionary features that are intended to safeguard would-be financial contributors,³
- 2) The intellectual property rights that may exist in the proprietary methodologies and processes generally referenced immediately above,
 - 3) Prospective intellectual property rights in the already selected name of the would-be business to be formed for implementing the proprietary not-for-profit fundraising methodology and process (See Disclosure #7),
 - 4) Prospective intellectual property rights in the brand and branding materials (graphics, icons, trademarks), or in the provided instructions for their creation, to be used with the would-be business formed for implementing the proprietary not-for-profit fundraising methodology and process,
 - 5) The intangible contribution of personal knowledge, skills, and education needed for the creation and delivery of this BDC, Business Development Proposal, and eventual development plan,
 - 6) Time expended and services performed at less than premium market rates for the development of the concept to date,



³ Financial contributors as referenced here means those post-development financial contributions / revenues directed to the not-for-profit organizations and not the funding of the development plan or the overall business endeavor.

- 7) Time expended and services performed at less than premium market rates for the Business Development Proposal,
- 8) Any additional expenditures of time and/or services performed at less than premium market rates up through the time that one of the funding options may be selected,
- 9) Any time that may be expended towards the internal or external preparation of the contracts referenced as Items #3-5 in Section IV(A) (for funding option #1) or, alternatively, descriptions of the desired key features of those contracts (for other funding options),
- 10) Any time that may be expended towards the development of the website and custom web platform to be created that is referenced as Item #7 in Section IV(A) (for funding option #1) or, alternatively, descriptions of the desired key features of the website and custom web platform (for other funding options),
- 11) Technical diagrams or illustrations that, in our sole discretion, are believed to be beneficial or necessary for an understanding of the development plan, and
- 12) Such other additional assets, resources, or items as may be negotiated for inclusion within the development plan or as part of the implementation process after the development plan is prepared, if such should occur.

C. Estimated Value of this BDC

The factors involved in the pricing of this BDC and related business development plan include:

1) The novelty of the BDC, Proposal, and the eventual development plan,

2) The complexity of the overall development plan and the business structures to be referenced therein that



utilize and integrate both not-for-profit and “for profit” business segments,

3) The proprietary nature of the BDC, the Business Development Proposal, and eventual development plan, inclusive of the various aspects mentioned in Section VI(B)(1),

4) The value in the unique yet-to-be disclosed aspects of the proprietary fundraising methodology and process that are not found in other fundraising and crowdfunding platforms (See Disclosure #2),

5) The value in any intellectual property rights that may exist in the proprietary methodologies and processes generally referenced immediately above,

6) The value in any prospective intellectual property rights that may be secured with the selected name of the would-be business to be formed for

implementing the proprietary not-for-profit fundraising methodology and process (See Disclosure #7),

- 7) The value in any prospective intellectual property rights that may be secured with the creation of the branding materials (graphics, icons, trademarks), or the instructions or descriptions for their creation, that are to be used with the would-be business formed for implementing the proprietary not-for-profit fundraising methodology and process,
- 8) The value of time expended and services performed at less than premium market rates for the development of the concept to date,
- 9) The value of time expended and services performed at less than premium market rates in preparing the Business Development Proposal,
- 10) The value of time expended and services performed at less than premium market rates for eventual preparation of the development plan,⁴
- 11) The value of any additional expenditures of time and/or services performed at less than premium market rates up through the time that one of the funding options may be selected,
- 12) The value in the instructions to be provided for the preparation of the contracts referenced as Items #3-5 in Section IV(A) (for funding option #1) or, alternatively, the descriptions of the desired key features for the preparation of those contracts (for funding option #3),

⁴ The reduced cost in the preparation of the development plan contemplates a fifty percent or greater retained ownership interest in the "for profit" segment of the would be end resulting business endeavor.

- 13) The value in the instructions or descriptions to be provided of the desired key features of the website and custom web platform referenced as Item #7 in Section IV(A),
- 14) The value in any other additional assets, resources, or items as may be negotiated for inclusion within the development plan or as part of the implementation process after the development plan is prepared,
- 15) The prospective value or goodwill pertaining to prestige and brand recognition through eventual collaboration with nationally and internationally recognized not-for-profit organizations,
- 16) The availability of untapped market share revenues within new market segments as elsewhere identified in this Proposal,
- 17) The BDC and proposal's "value added" classification with potentially limitless long-term revenues and accompanying high impact value,
- 18) The overall availability of market share revenues applicable to the fundraising activities of the not-for-profit organizations industry,
- 19) The anticipated prospective success and perceived low risk in further developing this BDC and Proposal, as based upon and compared to cumulative revenues recognized by other fundraising and crowdfunding platforms within the e-commerce fundraising market segment,

DIVERSITY AND INCLUSION ORGANIZATIONS



- 20) The intangible benefits that inure to society through the financial support, achievement of organizational purposes, and continued existence of the existing and newly formed collaborating not-for-profit organizations, and
- 21) Other unknown or yet to be realized benefits.

Based upon the foregoing factors, the estimated value for this BDC, Business Development Proposal, and the development plan is a modest \$12 million in relation to upside revenues and aforementioned referenced risk. While the requested fee is not insignificant, given the above identified factors, the cost for this BDC is insignificant in relation to its potential high impact and its potential for capturing a substantial portion of market share revenues.

D. Suggested Funding and Purchase Options

As mentioned, various options exist for the funding or purchase of this BDC, the Proposal, and related development plan. The next phases for the further development of this BDC includes the preparation of this development plan and the implementation of the plan through the coordinated delivery of services with various professionals. **A commission fee will be made available to an independent agent that can successfully secure the minimum capital commitment for this project, the specifics of which are to be arranged, in part, based upon his or her preference for monetary or equity compensation.** The below funding and purchase options are proposed.⁵

⁵ Other alternative suggestions or proposals may be considered.

1) Minority Stake Acquisition of 25% Business Interest:

Plan Valuation:	\$12 million
Capital Commitment:	\$3 million ⁶
Funding Distribution Est.:	Private Equity (with potential additional separate \$600,000 in 501(c)(3) originating funds)
Plan Preparation Fees:	\$500,000, to be expensed to the “for profit” business segment entity.
Coordinating Fees:	As a majority stakeholder in the endeavor, implementation services are included for 6 months following cleared funds comprising the capital commitment (See Disclosure #8). The development plan is estimated to take up to 3 months to complete.
Other:	The referenced business interest of 25% is limited to the “for profit” segment of the development plan.

2) Equal Stake Acquisition of 50% Business Interest:⁷

Plan Valuation:	\$12 million
Capital Commitment:	\$6 million (\$3.6M capital + \$2.4M buyout)
Funding Distribution Est.:	Private Equity (with potential additional separate \$600,000 in 501(c)(3) originating funds)
Plan Preparation Fees:	\$500,000, to be expensed to the “for profit” business segment entity.
Coordinating Fees:	As a co-equal stakeholder in the endeavor, implementation services are not included, but may be separately negotiated.
Other:	A) The referenced business interest (RBI) of 50% is limited to the “for profit” segment of the development plan (also see footnote 7). B) RBI implemented with 30% stock/interest issuance to business partner and 20% immediate internal sale buyout.

⁶ Alternative capital contributions, with services delivered through partnering software developers or other service providers, may be considered. An interested prospective partner desiring to fund this business endeavor without committing greater resources than immediately required, may elect funding option 1 and thereafter negotiate one of the higher equity interests after the development plan has been prepared.

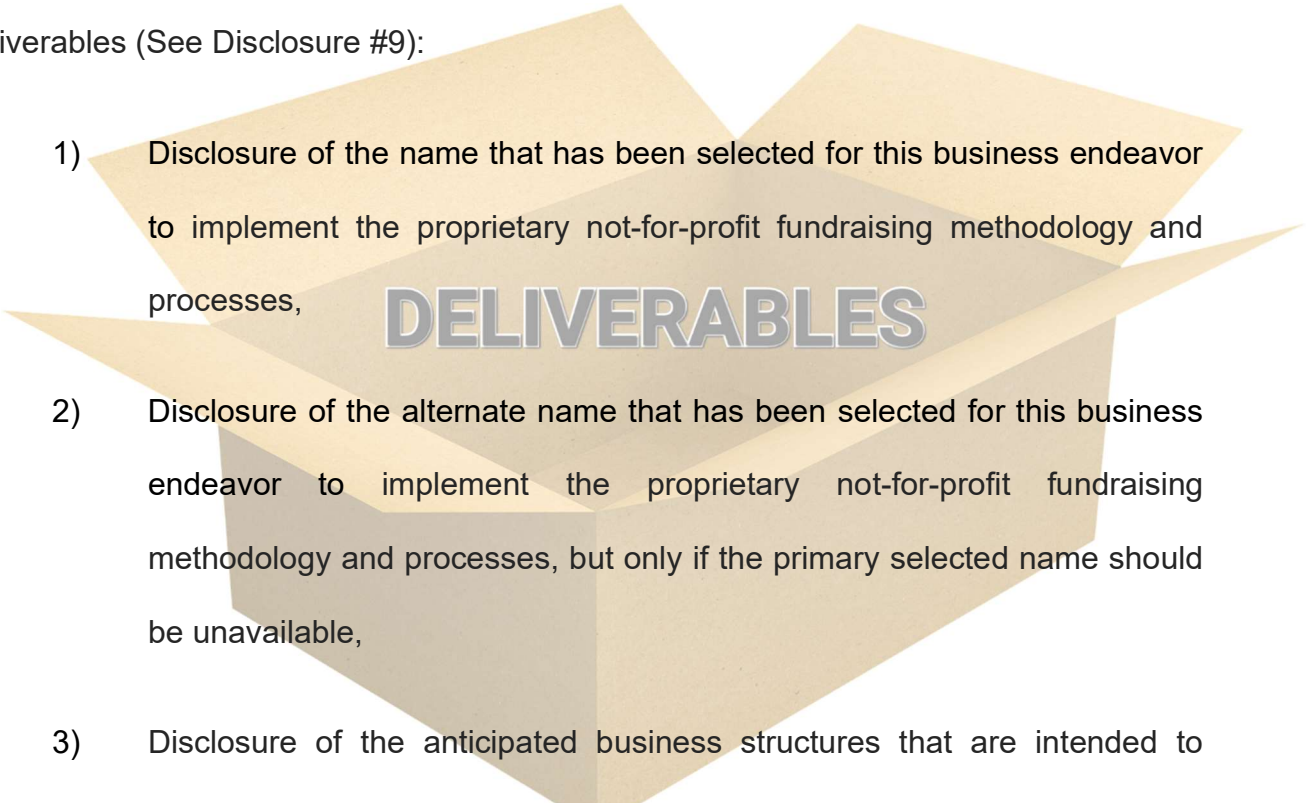
⁷ The 50 percent business interest referenced in funding option 2 is subject to reduction and adjustment by the amount of any business interest that may be extended or granted as commission-based compensation to others, if applicable.

3) Acquisition of 100% Business Interest:

Plan Valuation:	\$12 million
Capital Commitment:	\$12 million
Funding Distribution Est.:	Private Equity
Plan Preparation Fees:	\$12 million (includes advance buyout and liquidation of all future “for profit” interests in the businesses referenced within plan)
Coordinating Fees:	Implementation services are not included.
Other:	The referenced 100% business interest is limited to the “for profit” segment of the development plan.

V. THE DEVELOPMENT PLAN

If engaged, this BDC and business development proposal will be further augmented and worked up into a development plan that will include the following deliverables (See Disclosure #9):

- 
- 1) Disclosure of the name that has been selected for this business endeavor to implement the proprietary not-for-profit fundraising methodology and processes,
 - 2) Disclosure of the alternate name that has been selected for this business endeavor to implement the proprietary not-for-profit fundraising methodology and processes, but only if the primary selected name should be unavailable,
 - 3) Disclosure of the anticipated business structures that are intended to maximize the most favorable tax treatment for the financial contributors

while also monetizing the proprietary methodology and processes comprising the profit generating segment of the business development plan,

- 4) Disclosure of the names of the entities corresponding to the anticipated business structures,
- 5) Explanation of how the anticipated business structuring seeks to maximize the most favorable tax treatment for the financial contributors while also monetizing the proprietary fundraising methodology and processes comprising the profit generating segment of the business development plan,
- 6) Technical drawings and or illustrations to the extent that, in our sole discretion, they may be beneficial for an understanding of the anticipated business structures or the proprietary fundraising methodology,
- 7) Explanation of the key features and aspects of the relationships between anticipated to-be-created business entities that will need to be implemented through the commercial contracts that will need to be prepared,
- 8) Disclosure of the process and features that are to be used to attract financial contributors to the website platform that is to be created as part of the process to implement the proprietary fundraising methodology,
- 9) Explanation of why the process and features that are to be used are likely to attract market share of financial contributors as compared to direct payments within the not-for-profit fundraising markets,

- 10) Disclosure of the aspects of the proprietary fundraising methodology intended to foster competition within the not-for-profit fundraising industry,
- 11) Explanation of how the process and features foster competition within the not-for-profit fundraising industry,
- 12) At a minimum, a written description of the design characteristics for the creation of the brand trademark for this business endeavor of implementing the proprietary not-for-profit fundraising methodology and processes (Alternatively, in our discretion, the envisioned brand trademark may be produced),
- 13) Disclosure and identification of certain third parties who are desired participants in the fundraising process,
- 14) Explanation of why those third parties are desired participants in the fundraising process,
- 15) Explanation of the incentives and/or financial benefits that may be realized by those third parties for their cooperative participation in the fundraising process,
- 16) Explanation of the key features and aspects of the relationships between the third parties who are desired participants in the fundraising process, on the one hand, and the anticipated to-be-created business entities, on the

other hand, that are to be implemented through the commercial contracts that need to be prepared,

- 17) Explanation of why newly created and less known external not-for-profit organizations would seemingly want to participate as collaborating organizations with the newly created business entities,
- 18) Explanation of why established or well-known external not-for-profit organizations would seemingly want to participate as collaborating organizations with the newly created business entities despite their own established fundraising channels,
- 19) Explanation of the key features and aspects of the relationships between the external not-for-profit organizations, on the one hand, and the anticipated to-be-created business entities, on the other hand, that are to be implemented through the commercial contracts that need to be prepared,
- 20) Identification of the precautionary not-for-profit processes and features to be integrated to safeguard financial contributors,
- 21) Explanation of how the precautionary not-for-profit processes and features safeguard and potentially attract financial contributors, and
- 22) Such other additional information, in our discretion, that is believed to be necessary for an understanding of the business endeavor, anticipated entities, proprietary methodology and process, or the development plan.

VI. DISCLAIMERS & DISCLOSURES

1.1. General disclaimer of at-risk business activity. In deciding to engage the formal work-up of a Business Development Concept as a development plan, no assurances or guarantees are provided that the proprietary processes or development plan to be provided have not been previously conceived, contemplated, considered, or even rejected by knowledgeable specialists within the particular industry to which the Business Development Concept relates. While effort has been made to provide accurate information for evaluation, in deciding to engage the formal work-up of a Business Development Concept into a development plan, you understand and agree that there is the possibility, even if remote, of unforeseen or unanticipated circumstances that may render a development plan incapable of being implemented or possibly useless. **Please refer to the Terms of Service on our website for additional important information.**

1.2. While this BDC and Proposal includes funding and purchase options, **we are not Registered Investment Advisors** and the funding and purchase options are for, respectively, a business partnering arrangement to be further pursued subsequent to the preparation of the development plan or the preparation of the development plan in isolation. While the use of stock-based corporations may be part of the development plan, this Proposal is not for the sale or offering of any security as no stock-based corporation currently exists.

2.0 Limited preliminary research. This BDC and would-be Development Plan references a proprietary fundraising methodology and process. We have reviewed the

fundraising and crowdfunding business models that are utilized by GoFundMe, Kickstarter, and IndieGoGo. The aspects of our anticipated fundraising methodology that are referenced as proprietary are not present within the GoFundMe, Kickstarter, and IndieGoGo business models. However, because we have not reviewed or evaluated all existing fundraising and crowdfunding platforms, we make no guarantees that the proprietary aspects of our fundraising methodology are not present somewhere on one of the many other fundraising and crowdfunding platforms. Notwithstanding, because GoFundMe, Kickstarter, and IndieGoGo are the most popular of the fundraising and crowdfunding platforms, we nonetheless believe that the proprietary aspects of our fundraising methodology likely do not exist elsewhere on other fundraising and crowdfunding platforms.

3.0 Third party assistance. This BDC and would-be development plan requires the collaborative assistance of the not-for-profit (“NFPs”) organizations that might benefit from this proprietary fundraising methodology (*i.e.*, “Third-Party NFPs”) in order that the contemplated maximum benefits of the proprietary fundraising methodology may be realized. It also requires the collaborative assistance of yet-to-be disclosed third parties (*i.e.*, “yet-to-be disclosed third parties”). The willingness or likelihood of cooperative collaboration from Third-Party NFPs and yet-to-be disclosed third parties are an unknown variable bearing upon the success of this BDC and the end resulting business endeavor. Notwithstanding, because the proprietary aspects of this fundraising methodology have their own built-in mechanism for capturing a portion of existing market share revenues, it is believed that cooperative collaboration with Third-Party NFPs should nonetheless be

forthcoming despite a potential conflict of interest with their own direct fundraising activities. Likewise, because the aspects of this fundraising methodology afford certain financial benefits to the yet-to-be disclosed third parties, their cooperative collaboration is also anticipated. Regardless of cooperative collaboration with and from well-known national and international Third-Party NFPs, not so well known and future yet-to-be created Third-Party NFPs remain untapped markets to enable the success of this BDC and the end resulting business endeavor.

4.0 Business structure undetermined. This BDC and would-be development plan currently reference an undetermined business entity structure. There appears to be a possibility that this business structure might be established as a not-for-profit organization in and of itself while a “for profit” business model is always possible. Because there are distinct potential advantages to certain aspects of the plan if tax exempt status were achieved, a dual structured partial not-for-profit and partial for profit entity structure may prove to be most beneficial, but the ultimate business form of the entity or entities for this endeavor have not yet been definitively determined.

5.0 State laws not contemplated. While this business development proposal is for a development plan involving a proprietary not-for-profit fundraising methodology and process, it has not been contemplated for implications of state law. However, since this proprietary not-for-profit fundraising methodology was conceived with federal tax statutes in mind and approvals for tax exempt status are reviewed and approved at the federal level, this development proposal and related development plan is believed to not have

any substantial state law related complications by application of preemptive principles of constitutional law. The implications, if any, of complications concerning state laws may require consultations with appropriate legal counsel or legal specialists.

6.0 Ambiguity concerning tax exemption applications. A preliminary review of federal statutory framework indicates that fundraising activities of not-for-profit organizations are excluded from the statutory definition of “unrelated trade or business,” 26 U.S.C. § 513 (“aside from the need of such organization for income or funds”). Because “unrelated business taxable income” defined in 26 U.S.C. § 513 is first dependent upon the character of whether the business activities are within or outside of the scope of being an “unrelated trade or business,” fundraising activities of a not-for-profit organizations are not within the scope of “unrelated business taxable income” and should not be subject to taxation under 26 U.S.C. § 511. This conclusion is supported by a preliminary review of certain existing case law and the exempt status afforded to title holding companies referenced in 26 U.S.C. § 501(c)(2). Notwithstanding, ambiguity exists concerning the existence of feeder organizations referenced within 26 U.S.C. § 502 and decisional case law. That ambiguity might affect any application for tax exempt status. It appears that section 513 concerns internal fundraising activities while section 502 concerns external fundraising activities. While mitigating precautionary measures may be implemented to increase the likelihood of success in pursuing tax exempt status, if any, the ultimate disposition of any tax-exempt application is a variable that may affect any prospective business partnering arrangements and the treatment of monetary

contributions, which is a key characteristic to the business aspects of this Proposal and the development plan.

7.0 Business name. A specific name has already been selected for the would-be business to implement the proprietary fundraising methodology and processes that is suitable to the image, purposes, and branding that is in keeping with the objectives of assisting other not-for-profits in achieving their funding and organizational purpose goals. However, no specific searches have been performed and no name reservations have been undertaken. In that regard, there is a possibility that the business name selected for this endeavor has already been utilized, but a minimum of one close alternative name has also been formulated as part of a backup contingency plan.

8.0 Coordinating fees and implementation services. This Proposal references Implementation Services and Coordinating Fees. While certain expenses might be reduced through utilizing certain skills and knowledge already possessed by us, the Implementation Services and related Coordinating Fees refers to project management services and fees to implement the subordinate or isolated parts of the development plan. While we possess significant and diverse skills, various parts of this development plan may be more efficiently carried out by persons who specialize in the performance of those tasks.

9.0 Scope of development plan. Neither this Business Development Proposal nor the would-be development plan include phases or schedules concerning implementation

of the plan because of the variables within the suggested funding options. Specifically, each of the described funding options contain variances concerning project management services in relation to the prospective business partner's proportional ownership interest in the business endeavor. Thus, any purchase of the development plan is limited to the identified "deliverables" that are believed to be necessary for a complete understanding of the business to be developed. While professional project management services concerning the implementation of a given development plan might be included, this is typically a separately negotiated matter where we do not retain a majority interest in the end resulting business endeavor.

Thank you for considering SEE Consulting to potentially assist you with further developing or improving your business or locating new business opportunities.

Sincerely,

Mr. Cameron Mostaghim



A Presentation of SEE Consulting
in collaboration with SEE Publishing