

**Marquis Chemical Company, LLC**  
**Formerly Envirotech Ventures International Inc.**



**Business Plan**  
**March 2008**

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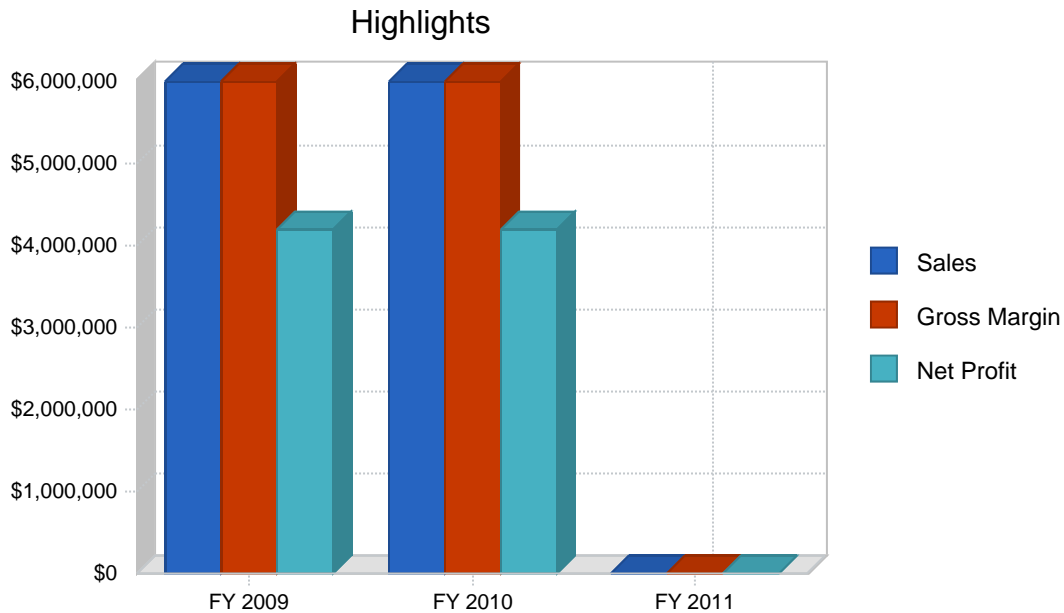
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## 1.0 Executive Summary

Marquis Chemical Company, LLC, located in Sandpoint, Idaho, supplies EPA registered products to the wood industrial treating industry and to the pest control industry, throughout the United States. The purpose of this plan is to secure funding for the company as it evolves into its next phase.

Marquis anticipates capturing 20% of the market for hurricane damaged homes in the next two years with its new product, which would bring in approximately \$12 million. This new product is revolutionary and one-of-a-kind - the only product that protects households from wood destroying insects, fungus and toxic molds. Essentially, Marquis is practically guaranteed success, having no direct competition and years of expertise.



## 1.1 Objectives

The objectives of Marquis Chemical Company:

- To provide our product to the wood treating and pest control industry to control and prevent damage by termites and other wood destroying organisms.
- To provide cost effective solutions.
- To provide training for state licensed pest control operators in the affected states to provide this service.

## 1.2 Mission

Marquis Chemical Company, LLC, aims to provide their services and products to the wood treating and pest control industry to control and prevent damage by termites, other wood destroying organisms, and mold, at an affordable price. The management intends to provide training for state licensed pest control operators in the affected states to provide this service.

## 1.3 Keys to Success

To succeed Marquis Chemical Company we will provide products that are not harmful to the Environment or our trained technical personal applying the products.

## 2.0 Company Summary

Marquis Chemical Company, LLC, supplies EPA registered products to the wood industrial treating industry and to the pest control industry, throughout the United States.

Marquis Chemical Company, formerly known as Envirotech Ventures International Inc., is based in Sandpoint Idaho, with a research company, Envirosensitive WP, located in San Marcos, Texas. Warehouse space has been leased in San Diego, California. Dr. Terry Amburgey, a partner of the company, also has a pest control company in Mississippi, which will provide Marquis's services.

Most recently, a new method has been devised that will be able to treat brand new homes, as well as hurricane damaged properties. With this new treatment, it is expected that general offices will require approximately 1,000 square feet and that the warehouse and mixing center will need about 4,000 square feet.

In January 2008 a meeting was held at Mississippi State University to discuss the next step for Marquis. This step will include adding client training and research with the development of its newest product.

Marquis has copyrights in place for other products and intends to copyright this new product.

The US EPA, Texas Department of Agriculture, and Texas Health and Human Services Commission have jurisdiction over Marquis. None of these government agencies have coordinated regulation of mold treatment.

## 2.1 Company Ownership

These key individuals of Marquis Chemical Company will equally share in the benefits of the company:

- Dr. Terry Amburgey
- Dr. Kevin Ragon

- Dr. Shane Kitchens
- Kenn Brown of Environment Sensitive Pest Control
- Kit St. Cyr of Marquis Chemical Company

## 2.2 Company History

Marquis Chemical Company, LLC, has served the wood treating and pest control industries since 1989 and has had EPA registrations since 1990. Marquis is based in Sandpoint, Idaho.

Most recently, a new method has been devised that will be able to treat brand new homes, as well as hurricane damaged properties. Management is expecting a growth in sales with this new product.

## 3.0 Products

Marquis supplies EPA registered products to the wood industrial treating industry and to the pest control industry through out the United States. Licensed pest control operators will use our product, a unique formulation liquid of borate and fungicide, to treat new or damaged building structures.

Currently, we are working on a new product. This requires Disodium Octaborate Tetrahydrate, which is imported from Argentina in a powder form. This is then mixed with an EPA registered fungicide, in addition to our special formula. This is a breakthrough product and the only of its kind in the United States.

Dr. Terry Amburgey, head of Forest Products at Mississippi State University, oversees research and development for Marquis.

## 4.0 Market Analysis Summary

The need for wood preservation and pest control services has increased, especially in the southern states, due to damages from hurricanes, tornadoes and floods. According to Dr. Terry Amburgey, one of Marquis' partners and a professional backed with many years of experience within these industries, there is an ever growing need to control wood destroying insects, fungicide and moldacicides.

Marquis will target all demographic groups. They will focus on the southern states, especially properties damaged by hurricanes; however, their products are useful and necessary in any market.

## 4.1 Industry Analysis

Although the wood preservation and pest control industries are a necessary business in the United States, the recent natural disasters have increased the need for these services.

It has been stated by New Orleans officials that the city has sustained approximately \$6 billion in damages to the historic section of the city as a result of wood destroying insects, fungus, and molds. Damages to buildings in the Gulf states total billions of dollars. With the increase of class 5 hurricanes and other related storms and the increase of molds in wood structures, the market will only grow larger. The greatest area of growth within this industry is for products that treat toxic molds. Marquis' products help with both wood preservation and pest control.

#### **4.1.1 Competition and Buying Patterns**

There is a lack of direct competition to Marquis' products. Although there are other similar products available, they are extremely toxic and corrosive. In addition, there is not one product that will protect homes from wood destroying insects and molds. Marquis' products are unique and groundbreaking for this industry.

#### **5.0 Strategy and Implementation Summary**

Marquis is on the verge of a breakthrough in the pest control and wood protection industries. In addition to its new product, the company will provide training and support for its clients. The management team's members all have numerous years experience in these industries and are well-connected. Essentially, clientele is built in and will only be secured even more with product training.

#### **5.1 Competitive Edge**

Marquis' competitive edge comes from the fact that its products are breakthroughs in this industry - there is no other product that kills mold on contact and also leaves a residual treatment against insects and mold infestation.

#### **5.2 Marketing Strategy**

Marquis plans to capture 20% of the market for hurricane damaged properties in the southern states. This will be accomplished through direct contact with prospective regional distributors and advertising in pest control magazines.

#### **5.3 Sales Strategy**

Marquis' strategy focuses first on providing customers with the latest technology and great pricing. Secondly we focus on setting up master distributors in our key states along the Gulf coast and providing training for their staff. In addition to selling our product, these trainings help ensure that it is used correctly and safely.

Competition has similar distribution methods; however Marquis will help clients train their staff in our methods. This service will increase clientele relationships and help ensure customer retainment.

Funding will help complete the research processes and assist in recruiting and training distributors and their staff.

**5.3.1 Sales Forecast**

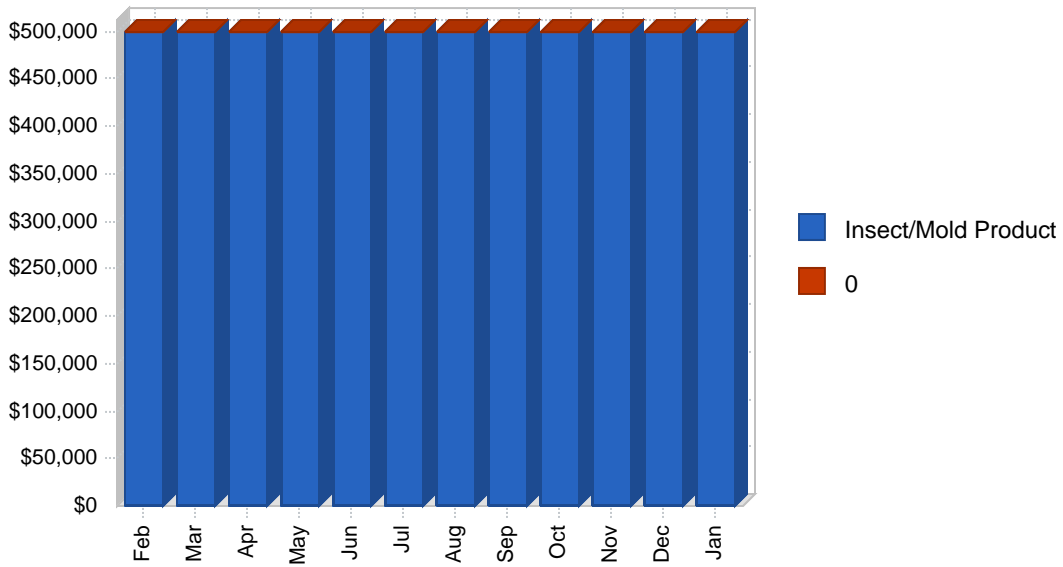
As soon as this new process is proven by Dr. Amburgey and his staff, and accepted by the state mold treatment governing bodies of the coastal states of the United States, sales are projected to be in the range of 10% of 200,000 damaged homes. Each treatment is \$600, and with a projection of approximately 20,000 properties, that brings the total sales for the first two years to \$12 million. These projections are based on past damage to property in natural floods, hurricanes and tornadoes.

Approximate \$80,000 has already been spent for research development and will require an additional \$100,000 to develop proper mixing equipment and application equipment, which accounts for a 3% direct cost of sales per year.

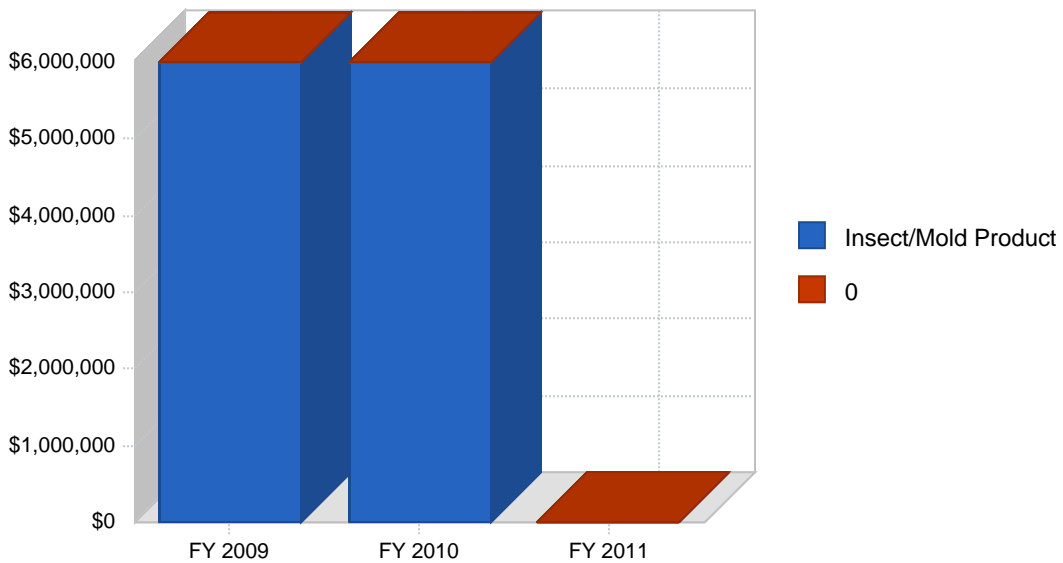
**Table: Sales Forecast**

<i>Sales Forecast</i>			
	FY 2009	FY 2010	FY 2011
<b>Unit Sales</b>			
Insect/Mold Product	10,000	10,000	0
0	0	0	0
<b>Total Unit Sales</b>	<b>10,000</b>	<b>10,000</b>	<b>0</b>
<b>Unit Prices</b>			
Insect/Mold Product	\$600.00	\$600.00	\$600.00
0	\$0.00	\$0.00	\$0.00
<b>Sales</b>			
Insect/Mold Product	\$6,000,000	\$6,000,000	\$0
0	\$0	\$0	\$0
<b>Total Sales</b>	<b>\$6,000,000</b>	<b>\$6,000,000</b>	<b>\$0</b>
<b>Direct Unit Costs</b>			
Insect/Mold Product	\$0.18	\$0.18	\$0.18
0	\$0.00	\$0.00	\$0.00
<b>Direct Cost of Sales</b>			
Insect/Mold Product	\$1,800	\$1,800	\$0
0	\$0	\$0	\$0
<b>Subtotal Direct Cost of Sales</b>	<b>\$1,800</b>	<b>\$1,800</b>	<b>\$0</b>

Sales Monthly



Sales by Year



**6.0 Management Summary**

These key individuals of Marquis Chemical Company will equally share in the benefits of the company:

- Dr. Terry Amburgey
- Dr. Kevin Ragon
- Dr. Shane Kitchens
- Kenn Brown of Environment Sensitive Pest Control



- Kit St. Cyr of Marquis Chemical Company

Marquis Chemical Company, LLC, was started by Kit St. Cyr in 1989. Dr.'s Amburgey, Ragon, and Kitchens perform research and are considered the most knowledgeable in the wood treating and pest control industries.

Each of these team members has accountants and legal support systems. In the future, a joint decision will be made as to who will represent this corporation.

## 7.0 Financial Plan

Marquis will finance this growth through \$100,000 in funding. This will cover research, purchase of manufacturing equipment and development of a sales division of the company.

The company's assets currently include EPA registrations and research data. The EPA registrations are valued at \$10 million and the additional research data is valued at an additional \$1 million.

The management team has agreed that their present pest control companies will continue to be separate entities, operating as they are now. At this point the team absorbs all individual expenses. When there are sales, agreed on expenses will be deducted from the gross sales. Net profit will be split evenly.

## 7.1 Projected Cash Flow

In order to cover research, manufacturing equipment, and start up of a sales department, Marquis will require \$100,000 in funding.

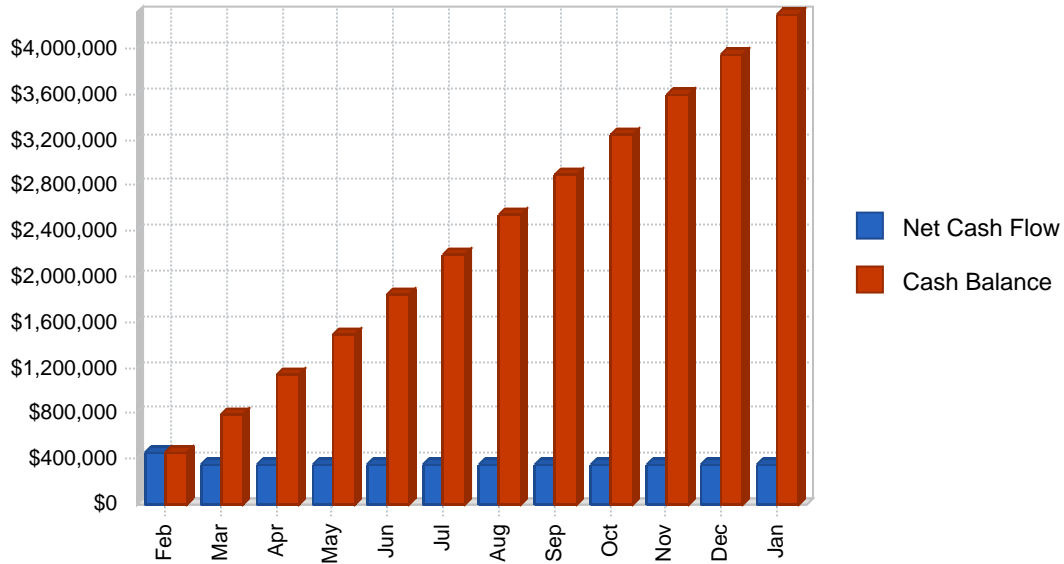
### Table: Cash Flow

<i>Pro Forma Cash Flow</i>			
	FY 2009	FY 2010	FY 2011
Cash Received			
Cash from Operations			
Cash Sales	\$6,000,000	\$6,000,000	\$0
Subtotal Cash from Operations	\$6,000,000	\$6,000,000	\$0
Additional Cash Received			
Sales Tax, VAT, HST/GST Received	\$0	\$0	\$0
New Current Borrowing	\$100,000	\$0	\$0
New Other Liabilities (interest-free)	\$0	\$0	\$0
New Long-term Liabilities	\$0	\$0	\$0
Sales of Other Current Assets	\$0	\$0	\$0
Sales of Long-term Assets	\$0	\$0	\$0
New Investment Received	\$0	\$0	\$0
Subtotal Cash Received	\$6,100,000	\$6,000,000	\$0
Expenditures	FY 2009	FY 2010	FY 2011
Expenditures from Operations			
Cash Spending	\$1,808,260	\$1,808,260	\$10,000

# Envirotech Business Plan

Bill Payments	\$0	\$0	\$0
Subtotal Spent on Operations	\$1,808,260	\$1,808,260	\$10,000
Additional Cash Spent			
Sales Tax, VAT, HST/GST Paid Out	\$0	\$0	\$0
Principal Repayment of Current Borrowing	\$0	\$0	\$0
Other Liabilities Principal Repayment	\$0	\$0	\$0
Long-term Liabilities Principal Repayment	\$0	\$0	\$0
Purchase Other Current Assets	\$0	\$0	\$0
Purchase Long-term Assets	\$0	\$0	\$0
Dividends	\$0	\$0	\$0
Subtotal Cash Spent	\$1,808,260	\$1,808,260	\$10,000
Net Cash Flow	\$4,291,740	\$4,191,740	(\$10,000)
Cash Balance	\$4,291,740	\$8,483,480	\$8,473,480

## Cash



## Appendix

Table: Sales Forecast

<i>Sales Forecast</i>	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Unit Sales												
Insect/Mold Product	833	833	833	833	833	833	833	833	834	834	834	834
0	0	0	0	0	0	0	0	0	0	0	0	0
Total Unit Sales	833	833	833	833	833	833	833	833	834	834	834	834
Unit Prices	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Insect/Mold Product	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00
0	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Sales												
Insect/Mold Product	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$500,400	\$500,400	\$500,400	\$500,400
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Sales	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$500,400	\$500,400	\$500,400	\$500,400
Direct Unit Costs	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Insect/Mold Product	0.03%	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18	\$0.18
0	0.00%	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Direct Cost of Sales												
Insect/Mold Product	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Direct Cost of Sales	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150

## Appendix

**Table: Cash Flow**

<i>Pro Forma Cash Flow</i>	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Cash Received												
Cash from Operations												
Cash Sales	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$500,400	\$500,400	\$500,400	\$500,400
Subtotal Cash from Operations	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$500,400	\$500,400	\$500,400	\$500,400
Additional Cash Received												
Sales Tax, VAT, HST/GST Received	0.00%	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Current Borrowing	\$100,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Other Liabilities (interest-free)	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Long-term Liabilities	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Long-term Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
New Investment Received	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Received	\$599,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$499,800	\$500,400	\$500,400	\$500,400	\$500,400
Expenditures	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Expenditures from Operations												
Cash Spending	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,808	\$150,808	\$150,808	\$150,808
Bill Payments	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Spent on Operations	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,808	\$150,808	\$150,808	\$150,808
Additional Cash Spent												
Sales Tax, VAT, HST/GST Paid Out	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Principal Repayment of Current Borrowing	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other Liabilities Principal Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Long-term Liabilities Principal Repayment	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Other Current Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Long-term Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Dividends	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Subtotal Cash Spent	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,628	\$150,808	\$150,808	\$150,808	\$150,808
Net Cash Flow	\$449,172	\$349,172	\$349,172	\$349,172	\$349,172	\$349,172	\$349,172	\$349,172	\$349,592	\$349,592	\$349,592	\$349,592
Cash Balance	\$449,172	\$798,343	\$1,147,515	\$1,496,687	\$1,845,859	\$2,195,030	\$2,544,202	\$2,893,374	\$3,242,965	\$3,592,557	\$3,942,148	\$4,291,740