



xstrataflo

# The Economics of Xstrataflo®

Transforming Businesses | Elevating Entrepreneurs



**Innovation Starts Here**



# Who We Are



## Who We Are

**Xstrataflo®** is a strategy & management consulting firm specializing in business growth & creative strategies. Our clients, nationwide, rely on our expertise to take their brand/company to a whole new level of growth.

While most companies focus solely on "best practices", our team looks to redefine our client's industry by transforming the way a company does business through innovative & creative strategies.

**Xstrataflo** is the parent company of Java Drip, Xstrataflo Properties, Nine Eight Five Products (985 Products).

**Xstrataflo** is governed by the core values of Prayer, Kindness, Integrity & Community.

# Defining Xstrataflo®

1

**x =**

find the x factor of a client's entity  
that will make them stand out

2

**strata =**

layers of rock OR Levels of rock (or  
building a client foundation; taking  
clients to the next level); strata can  
be found everywhere (or meaning  
dominating in your industry)

3

**flo (or flow) =**

movement (or client growth)

# Services

Xstrataflo® provides the following services but not limited to:

## Business Management

- Strategic Growth Plans
- Sales Copywriting
- Business Plans
- Company Management
- Performance Training
- Administrative Support



## HR Consultation

- Policy Development
- Corporate Bylaws
- Performance Management
- Organizational Structure
- Mediation & Terminations



## Crisis Management

- Opposition Research
- Public Relations
- Liability Assessment
- Internal Investigations
- Company Rebrand
- Conflict Resolution



## Financial Management

- Financial Analysis
- Fraud Detection
- Revenue Growth Plans
- Service/Sales Review
- Expense Review
- Debt Management Plans



# Our Leadership



**John R Kerry**  
*President/Managing  
Partner*

John R Kerry



**Sebastian Fragoso**  
*Executive Vice  
President/Managing  
Partner*

Sebastian Fragoso



# Entities

Xstrataflo, in addition to its strategy & management consulting firm, is the parent company of the following subsidiaries also known as JX9:

- Java Drip
- Xstrataflo Properties
- 985 Products

## Java Drip

is a Coffee Shop known for its quality brew, specialty teas, Java Rolls & the atmosphere it provides for coffee lovers.

→ [www.thejavadrip.com](http://www.thejavadrip.com)

## Xstrataflo Properties

Properties is a real estate asset company managing real estate portfolios.

→ [www.xstrataflo.com/properties](http://www.xstrataflo.com/properties)

## 985 Products

is a Cajun Specialty Food Brand known for its Cajun Allspice and Cajun Hot Sauce.

→ [www.985products.com](http://www.985products.com)

# A glance at a few achievements

- Eliminated over \$500K in client debt in fifteen months
- Increased revenue for client by 74% adding an additional \$500,000
- Eliminated liabilities by 68% for client firm
- Paid out over \$27,000 in ROI (Return On Investment) to investors
- Raised over \$10000 in sponsorships for talent clients
- Successfully filed & awarded multiple trademarks for clients
- Assisted with the registration and launch of five nonprofits and 501c3's
- Spearheaded the launch of over forty NEW businesses
- Collected over 10,000 nonperishable items for low-income citizens and families in need
- Celebrated 12+ YEARS in business

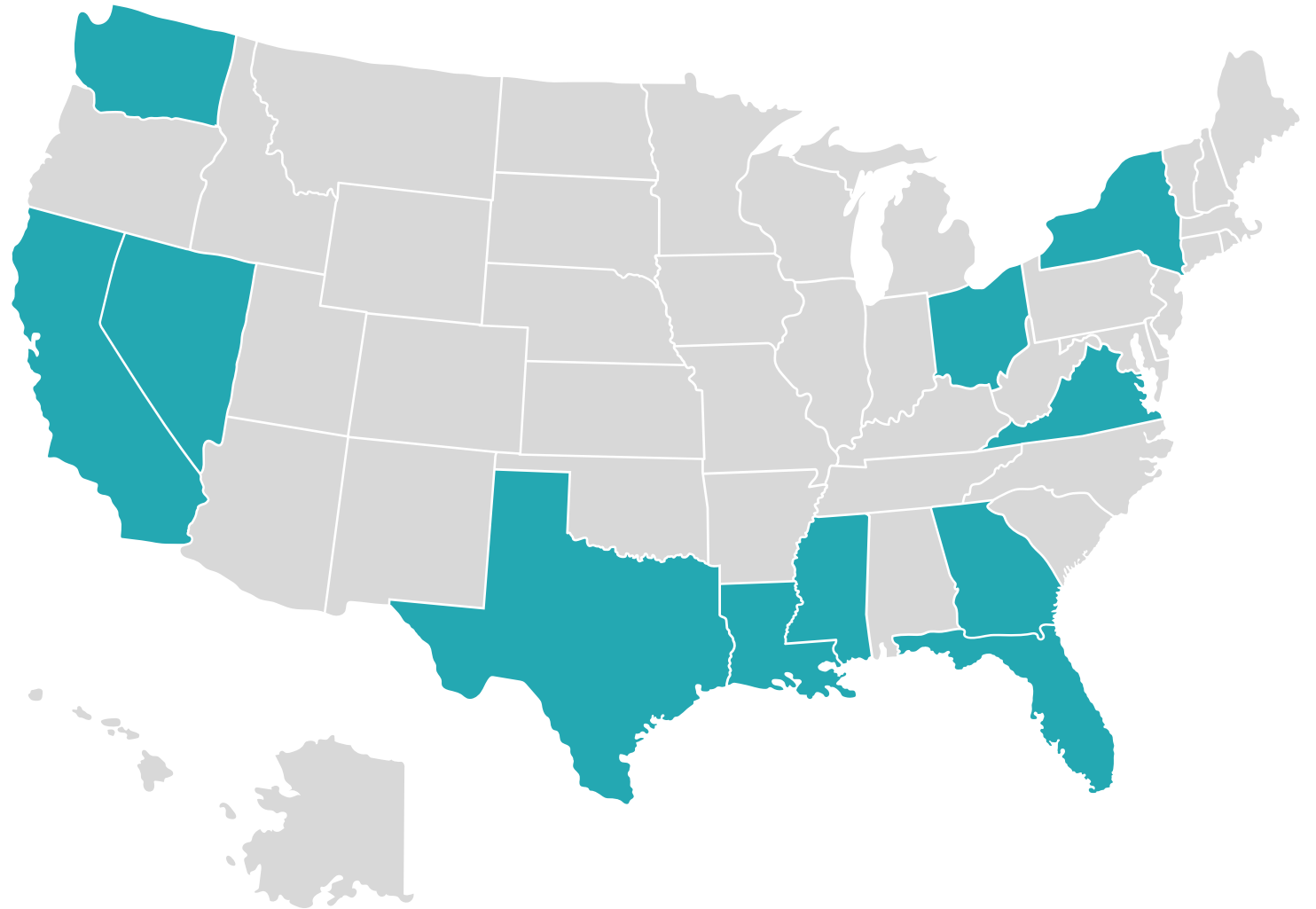
## **Xstrataflo**

portfolio of companies are worth upwards of

**\$45 million+**

# Xstrataflo Footprint

 **Xstrataflo** Footprint 2024



# Financial Outlook

Currently, Xstrataflo brings in **\$275K** to **\$350K** annually EXCLUDING its subsidiaries.

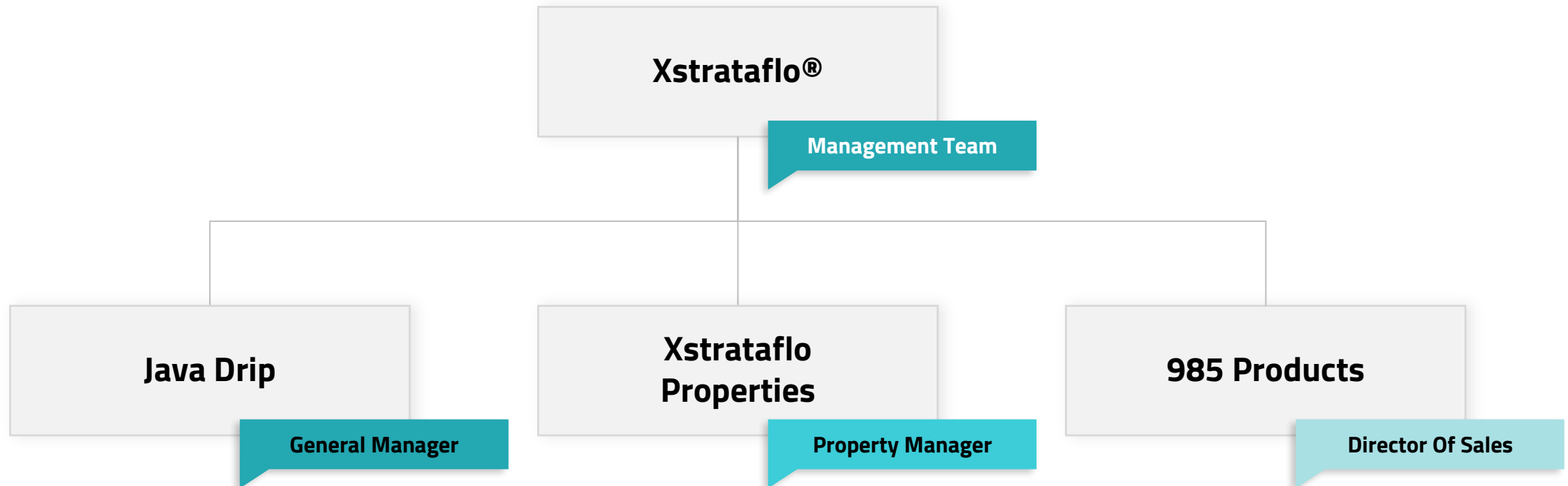
With Subsidiaries, the projected revenue is between **\$1.5M** to **\$2.5M** annually.



# What's Next?

**Xstrataflo** looks forward to continuing expanding its brand and footprint nationwide.

As Xstrataflo continues its expansion, the following structure will put in place to sustain and efficiently manage its growth:



# Management Team



**John R Kerry**  
**President/Managing**  
**Partner**



**Sebastian Fragoso**  
**Executive Vice**  
**President/Managing**  
**Partner**

**Vice President  
of Finance**

**Vice President  
of Marketing**

**Administrative  
Assistant**