

BEACON 

A NEW WAY TO BUILD

**CONTRACT MANUFACTURING
SERVICES. BUILT FOR TODAY'S
HARDWARE NEEDS.**

May 2026

BUILDING HARDWARE IN AMERICA IS HARDER THAN IT SHOULD BE

Hardware companies can't get what they need, and most manufacturers aren't built to give it to them.

FOR HARDWARE COMPANIES, ITS...

SLOW quoting takes weeks, execution takes months

OPAQUE pricing, lead times, or capacity visibility

RIGID high MOQs, long contracts, low-mix unfriendly

RELATIONSHIP-GATED access depends on who you know

SILOED fab, assembly, test, and logistics rarely under one roof

MANUFACTURERS ARE FACED WITH...

HIGH-VOLUME OR BUST overhead model can't serve small high-margin runs

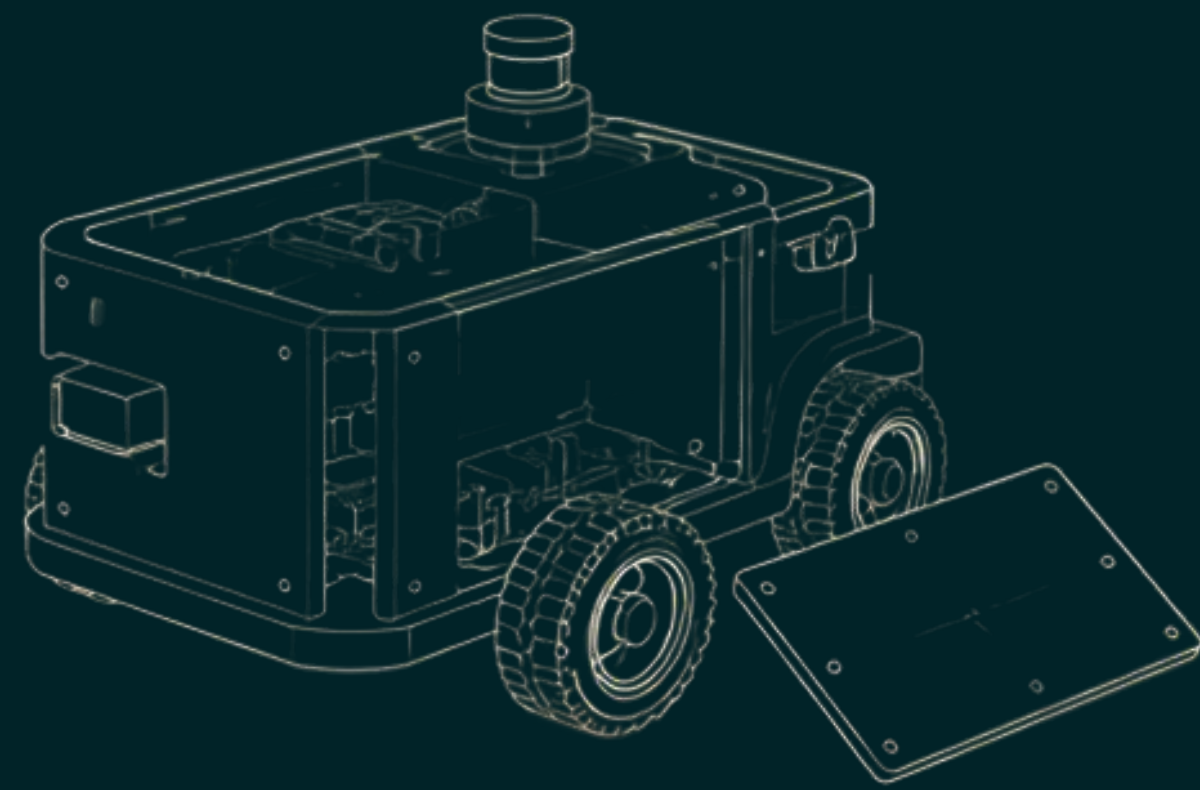
CAPEX-HEAVY, INFLEXIBLE owned equipment, fixed footprint, long leases

ANALOG OPERATIONS quoting, scheduling, billing run on email and spreadsheets

SECTOR-AVERSE won't take risk on drones, robotics, or early-stage hardware

BEACON IS A NEW KIND OF CONTRACT MANUFACTURER

Manufacturing and engineering services, paired with flexible industrial space. Built for modern hardware.



MAKE

Lean, small-to-medium-batch contract manufacturing. Prototype to 1,000 units.



ADVISE

Hands-on manufacturing consulting from operators who have built and exited at scale.



SPACE

Flexible industrial space that scales up or down with the needs. No long-term heavy lease for them, or us.

THREE THINGS MOST SHOPS CAN'T COMBINE

FLEXIBLE ASSETS.

Rev-share real estate, light footprint, scalable across sites, low capex via key partnerships (Newlab)

BUILT-IN DEMAND.

Bloom marketplace, Newlab ecosystem, 640 Oxford network, EJ's 30+ years of relationships in the industry

BEACON

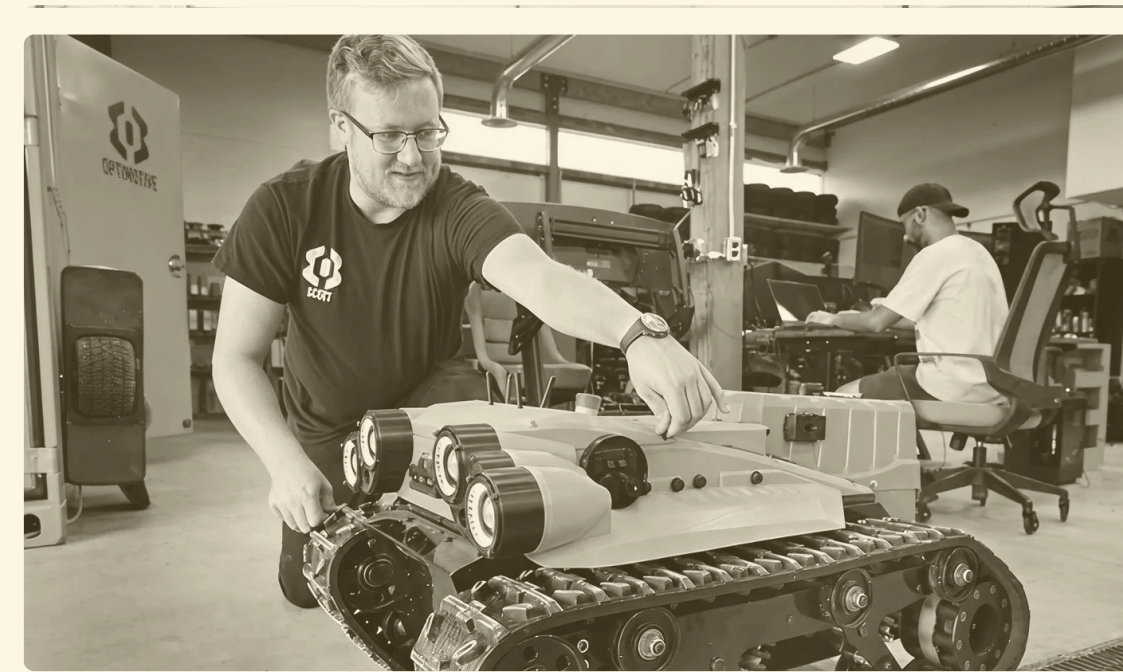
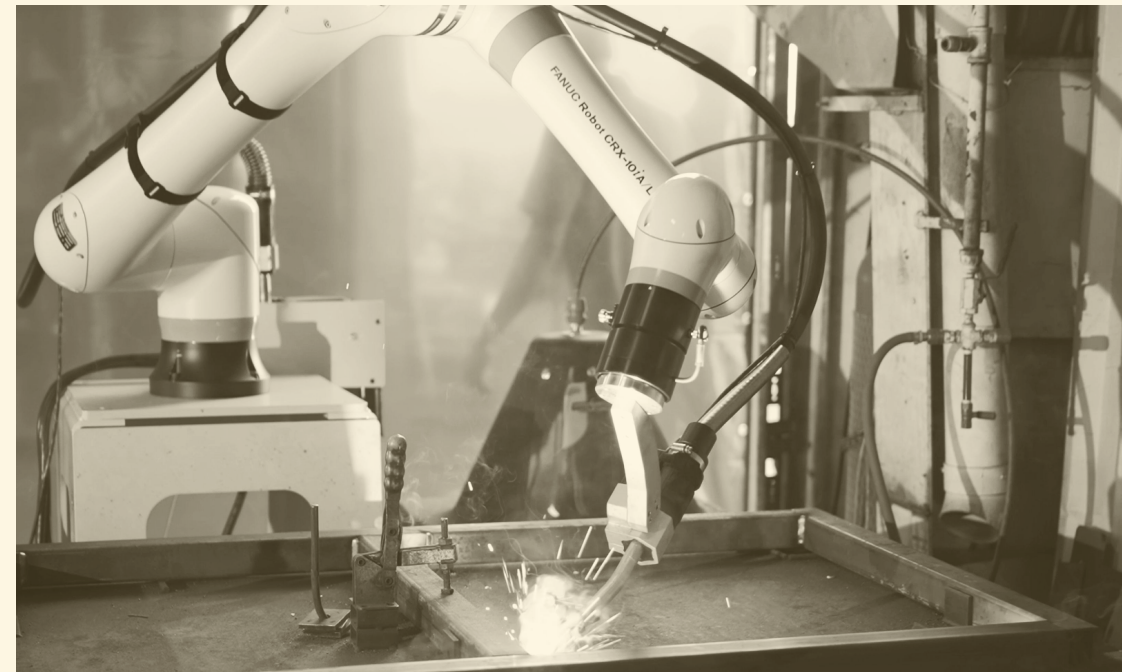
A NEW WAY TO BUILD

MODERN OPERATIONS.

AI-native ops layer, transparent quoting, flexible terms, full-stack execution under one roof

FROM PROTOTYPE TO PRODUCTION

Our team has a 30-year track record of delivering contract manufacturing services. This is how we win consistent and repeatable business that supports our ability to work with high-growth early-stage and large well established companies.



PROTOTYPE

- 3D printing FDM, SLA, SLS (EOS)
- Quick jigs, check-fixtures, POCs, mockups
- Same-week iteration on form, fit, function

FABRICATE

- Laser cutting tube + flat
- Forming brake press, tube bending, punch & press
- Welding MIG / TIG / laser + robotic
- Short runs jigs & fixtures for repeatability

ASSEMBLE

- Kitting + sub-assembly + final assembly
- Complete build-ups with CAD / 3xD support
- Torque & fastener standards; EOL test
- Quality checks + rework when needed

SPACE / WAREHOUSE

- 200,000+ SF across 2 Corktown campuses
- 1,000 - 20,000 SF bays sized to the job
- Receiving + inventory part management on site
- Parcel + freight including no-box, roll-on / roll-off

NOT JUST A SHOP. A PLATFORM.

Leveraging AI tools in quoting and operations to increase revenue and improve margins.

New tools, old craft. The combination is the edge: a 30-year operator's instincts, running with the latest tools and resources. AI-native ops layer built in house driving efficiency in quoting, billing and job.

Multi-shop network. One unified playbook across independent shops. Shared scheduling, QA, and labor lift utilization. If Beacon can't do it in-house, our network can, and the customer never feels the handoff.

AI-native ops. An AI first in-house operating layer, driving quoting, billing, and job intake. A centralized hub for space, service, quotes, and documents. Less overhead, faster turnaround.

Leveraging key partnerships. Integration to Bloom and other B2B marketplaces for efficient deal flow including: Xometry/Fictiv/Noramark.

portal.beaconmfg.us /quote/J-2041

BEACON | QUOTE ENGINE | INTAKE | QUOTE | SCHEDULE

DOCUMENT
Job Traveler / Quotation

CUSTOMER	PART / PROGRAM	QUANTITY	NEED
ForwardX Robotics	AMR chassis — pilot	25 units	6 weeks

SOURCE — CUSTOMER INTAKE | EMAIL | FORWARDX

"We need 25 welded steel chassis for our AMR pilot. Some tube + flat laser, robotic welding, then assembly + kitting of the drive units. Hold them in warehouse and we'll call them off. Hoping for ~6 weeks."

AUTO-ROUTED TO 4 WORK CENTERS
Intake read and mapped to Beacon ops in under a minute. Pricing

OP	OPERATION	WORK CENTER
10	Laser cut — tube + flat Frame rails + gussets. Nested across 25 to cut scrap. AUTO-MATCHED	FAB
20	Robotic + MIG weld Jig-fixtured weldments for repeatable tolerance. Fixture incl. AUTO-MATCHED	FAB
30	Drive-unit assembly + kitting Sub-assembly, torque-spec fastening, end-of-line test, QA + rework. AUTO-MATCHED	ASSY
40	Call-off warehousing Finished units in WMS; roll-on/roll-off release on call. 90 days incl. CONFIRM W/ CUSTOMER	LOG
-	Material + consumables Steel stock, weld wire, fasteners, live mill pricing	PROCU

TRACTION: GROWING & DIVERSE CUSTOMER BASE

A growing base of enterprise clients while servicing the expanding need for domestic support across hardware categories, including Drones, Robotics, Mobility and Clean Tech.

REVENUE TO DATE: \$640K+ ACROSS 35+ ACTIVE CUSTOMERS.
LOADED PIPELINE: \$2.2M+ IN QUOTED OR IN-PROCESS WORK.



MOBILITY
RIVIAN

Fabrication



CONSUMER GOODS
KINGSFORD

Design Engineering Fabrication



DRONES
BIRDSTOP

Testing Space Manufacturing



ROBOTICS
OPTIMOTIVE

Fabrication Finishing



Automotive
PRECISION MATERIAL

Engineering Fabrication



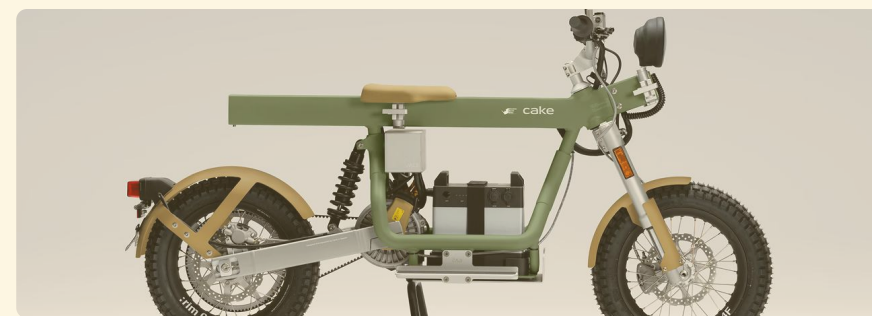
MOBILITY
GROUND

Fabrication Assembly



NEW INDUSTRY
NOX METALS

Logistics Space



MOBILITY
CAKE

Assembly Logistics Warehousing



DRONES
AERIALOOP

Logistics Warehousing Space



ROBOTICS
PEER ROBOTICS

Testing Space

FOUR CHANNELS, ONE FUNNEL

Old-school relationships and new-school networks.

TRADITIONAL

30+ years in Detroit's automotive and manufacturing ecosystem give Beacon direct access to legacy OEMs, tier-1 suppliers, and the local job-shop network. EJ's relationships open doors that cold outreach can't.

Example: Precision Material Handling, laser cutting and fabrication for automotive racking. \$100K project, in process.

Bloom

Bloom funnels qualified, structured demand from 120+ hardware brands directly into Beacon. Every request is pre-scoped, pre-matched, and ready to quote, no sales cycle, no marketing spend.

Example: ForwardX Robotics, warehousing, assembly, and logistics partner in-network. \$50K annualized contract, won and ongoing.

640 OXFORD

640 Oxford's portfolio companies and investor network feed Beacon into the reshoring conversation at the deal level, hardware founders moving production out of China, Mexico, and Asia broadly.

Example: Bubl, relocating fabrication and assembly from China. \$600K+ project, bidding.

Newlab

As the in-house contract manufacturer at Newlab Detroit, Beacon has first-look access to hundreds of hardware startups across the Newlab network, from prototype to pilot production.

Example: Aerialoop Drones, testing facility post-relocation to Newlab. <\$5K project, completed.

A CLEAR PATH TO A \$2.3M+ RUN RATE IN <3 YEARS

QUARTERLY BREAKEVEN

Q2 2027

GROSS MARGINS

40-48%

ANNUALIZED RUN RATE - Q1 2029

\$2.34M

3-YEAR CUMULATIVE NET PROFIT

\$770K

	HISTORICAL			PRO FORMA											
	Q3 2025	Q4 2025	Q1 2026	Q2 2026	Q3 2026	Q4 2026	Q1 2027	Q2 2027	Q3 2027	Q4 2027	Q1 2028	Q2 2028	Q3 2028	Q4 2028	Q1 2029
Services (Contract MFG)	\$ 38,567	\$ 92,164	\$ 67,176	\$ 126,500	\$ 154,000	\$ 187,000	\$ 242,000	\$ 286,000	\$ 330,000	\$ 374,000	\$ 407,000	\$ 440,000	\$ 462,000	\$ 484,000	\$ 506,000
Space (Warehousing)	\$ 70,817	\$ 55,527	\$ 37,583	\$ 48,825	\$ 55,125	\$ 61,425	\$ 67,725	\$ 74,025	\$ 75,600	\$ 76,650	\$ 77,700	\$ 78,750	\$ 78,750	\$ 78,750	\$ 78,750
Total Revenue	\$ 109,384	\$ 147,691	\$ 104,759	\$ 175,325	\$ 209,125	\$ 248,425	\$ 309,725	\$ 360,025	\$ 405,600	\$ 450,650	\$ 484,700	\$ 518,750	\$ 540,750	\$ 562,750	\$ 584,750
Labor (Shop Floor)	\$ 33,562	\$ 45,340	\$ 67,892	\$ 49,776	\$ 62,738	\$ 74,528	\$ 92,918	\$ 108,008	\$ 113,568	\$ 126,182	\$ 121,175	\$ 129,688	\$ 135,188	\$ 140,688	\$ 146,188
Materials (18% of svc)	\$ 3,475	\$ 2,094	\$ 16,564	\$ 22,770	\$ 27,720	\$ 33,660	\$ 43,560	\$ 51,480	\$ 59,400	\$ 67,320	\$ 73,260	\$ 79,200	\$ 83,160	\$ 87,120	\$ 91,080
Shop Supplies (5%)	—	—	—	\$ 6,325	\$ 7,700	\$ 9,350	\$ 12,100	\$ 14,300	\$ 16,500	\$ 18,700	\$ 20,350	\$ 22,000	\$ 23,100	\$ 24,200	\$ 25,300
Contract Services (5%)	—	—	—	\$ 6,325	\$ 7,700	\$ 9,350	\$ 12,100	\$ 14,300	\$ 16,500	\$ 18,700	\$ 20,350	\$ 22,000	\$ 23,100	\$ 24,200	\$ 25,300
Freight (2%)	\$ 1,815	—	—	\$ 2,530	\$ 3,080	\$ 3,740	\$ 4,840	\$ 5,720	\$ 6,600	\$ 7,480	\$ 8,140	\$ 8,800	\$ 9,240	\$ 9,680	\$ 10,120
Total COGs	\$ 38,852	\$ 47,434	\$ 84,456	\$ 87,726	\$ 108,938	\$ 130,628	\$ 165,518	\$ 193,808	\$ 212,568	\$ 238,382	\$ 243,275	\$ 261,688	\$ 273,788	\$ 285,888	\$ 297,988
OpEx	\$ 85,561	\$ 74,118	\$ 82,503	\$ 111,493	\$ 111,493	\$ 111,493	\$ 122,642	\$ 126,322	\$ 130,111	\$ 134,015	\$ 138,035	\$ 142,176	\$ 146,441	\$ 150,835	\$ 155,360
Sales & Marketing	—	—	—	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000	\$ 15,000
Total OpEx	\$ 85,561	\$ 74,118	\$ 82,503	\$ 126,493	\$ 126,493	\$ 126,493	\$ 137,642	\$ 141,322	\$ 145,111	\$ 149,015	\$ 153,035	\$ 157,176	\$ 161,441	\$ 165,835	\$ 170,360
Net Income	\$ (15,562)	\$ 26,139	\$ (62,200)	\$ (23,894)	\$ (11,306)	\$ 6,305	\$ 21,565	\$ 39,896	\$ 62,921	\$ 78,253	\$ 103,390	\$ 114,886	\$ 120,521	\$ 126,028	\$ 131,403
Equipment Investments	\$ 7,883	\$ 5,235	\$ 1,745	\$ 5,000	\$ 10,000	\$ 10,000	\$ 50,000	—	\$ 50,000	—	\$ 25,000	—	—	—	—
Total CapEx	\$ 7,883	\$ 5,235	\$ 1,745	\$ 5,000	\$ 10,000	\$ 10,000	\$ 50,000	—	\$ 50,000	—	\$ 25,000	—	—	—	—
Annualized Run Rate - Revenue	\$ 437,536	\$ 590,764	\$ 419,036	\$ 701,300	\$ 836,500	\$ 993,700	\$ 1,238,900	\$ 1,440,100	\$ 1,622,400	\$ 1,802,600	\$ 1,938,800	\$ 2,075,000	\$ 2,163,000	\$ 2,251,000	\$ 2,339,000
Annualized Run Rate - Net Income	\$ (62,248)	\$ 104,556	\$ (248,800)	\$ (95,576)	\$ (45,224)	\$ 25,218	\$ 86,261	\$ 159,584	\$ 251,683	\$ 313,011	\$ 413,560	\$ 459,544	\$ 482,083	\$ 504,114	\$ 525,612

RAISING \$500K @ \$2M VALUATION

- TO REACH PROFITABILITY BY Q2 2027
- WITH EXPECTED DISTRIBUTIONS BEGINNING Q2 2028
- \$2M+ REVENUE RUN RATE BY Q2 2029

USE OF
FUNDS

\$200K
PERSONNEL

\$100K
DEV

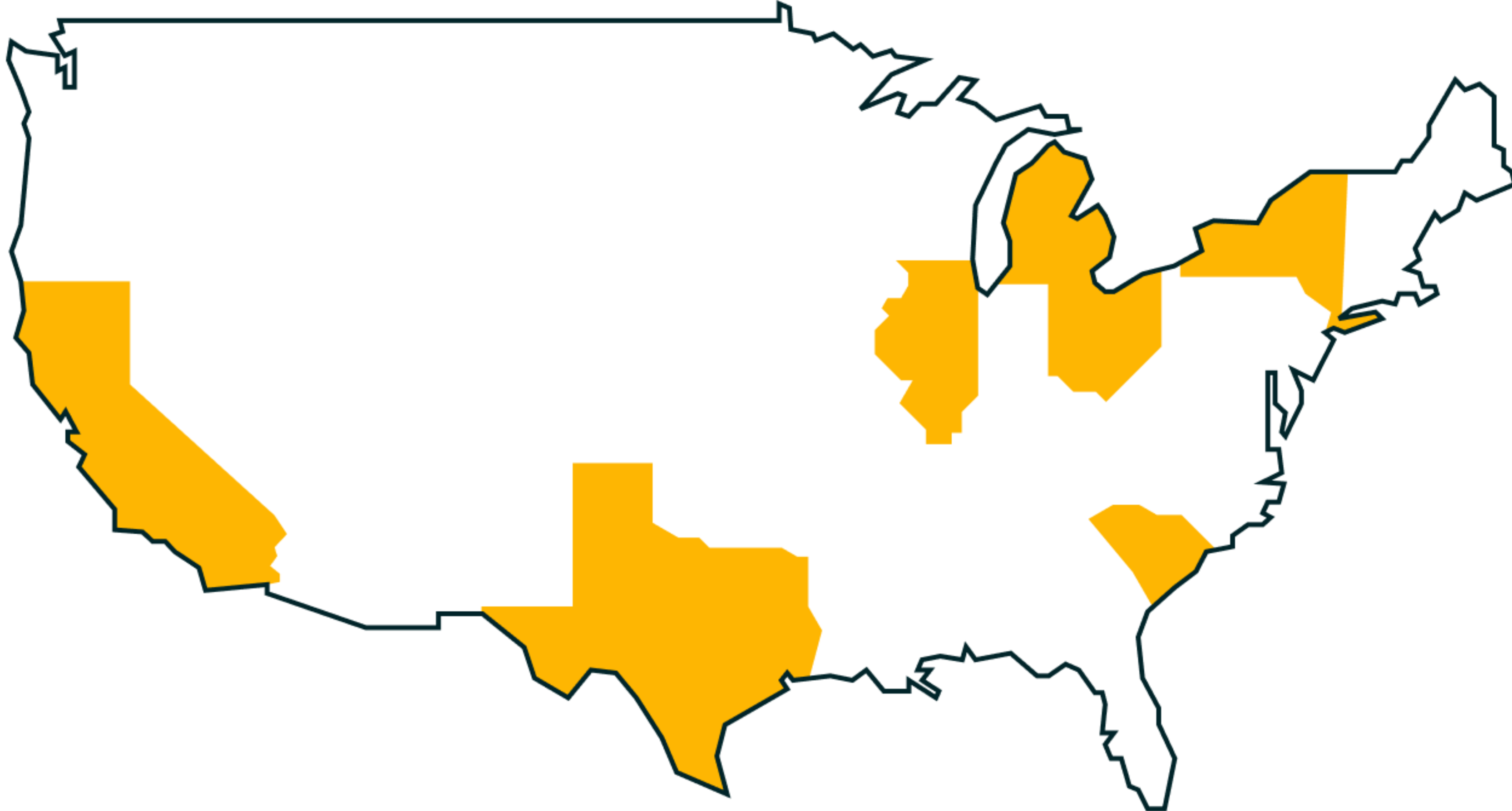
\$100K
CAPEX

\$500K
TOTAL

ONE SHOP TODAY. A NETWORK TOMORROW.

Beacon's operating model and AI layer are designed to absorb other contract manufacturers, lifting their utilization and margins under one playbook.

- PROVE THE MODEL IN DETROIT WITH OWNED EXECUTION.
- SCALE THE OPCO ACROSS SITES.
- ACQUIRE AND INTEGRATE UNDERPERFORMING CM FIRMS (BY AN OPERATOR WITH A PROVEN TRACK RECORD).



**A
NEW
WAY
TO
BUILD.**

BEACON 

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PRESS



FINANCIAL TIMES

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CRAIN'S DETROIT BUSINESS

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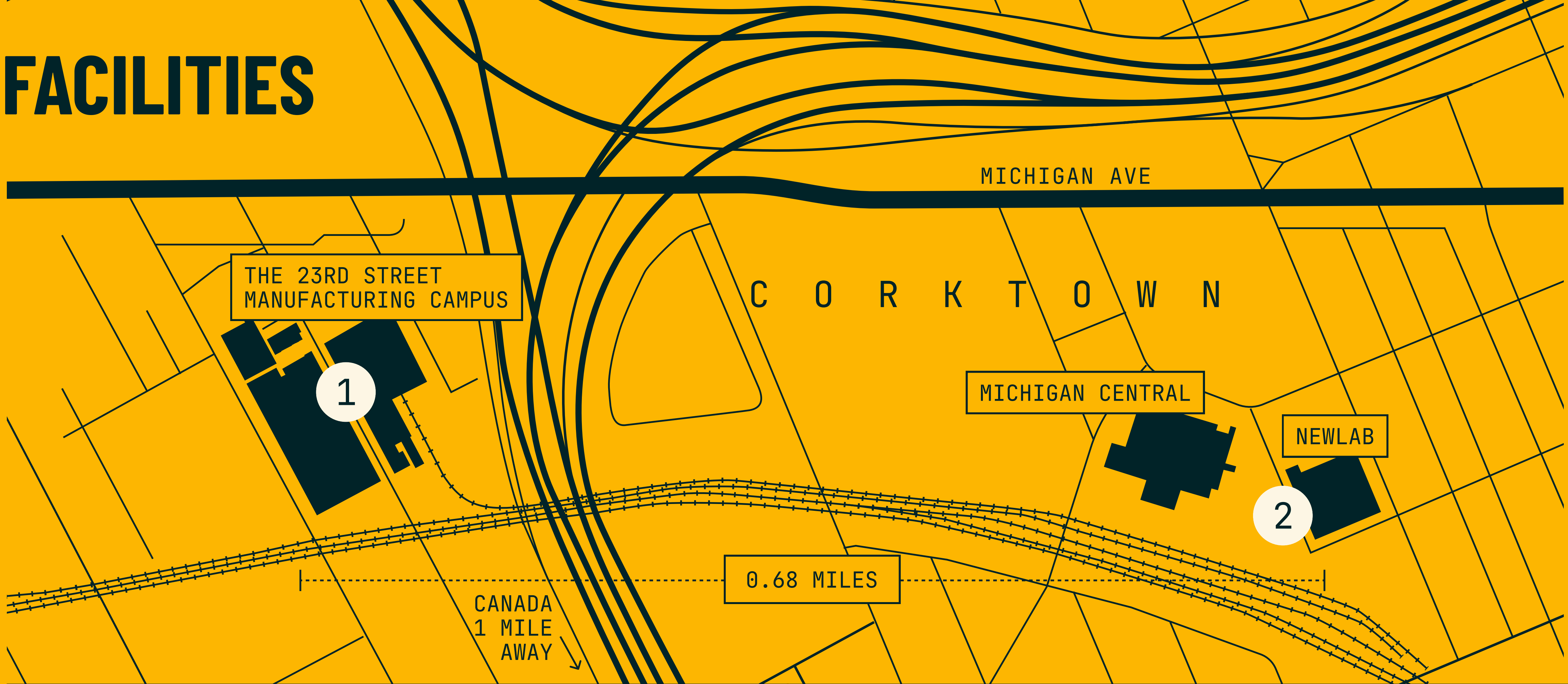


Forbes ^{JAPAN}

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FACILITIES



1 THE 23RD STREET MANUFACTURING CAMPUS

→ Provides heavy-industrial bays with cranes, high power, and docks so you can stand up production and move freight easily

2 BEACON @ NEWLAB MICHIGAN CENTRAL

→ Purpose-built shared shop for prototyping, fixtures, and small runs with support on the floor