



## Introductory Letter

July 5, 2018

City of John Day  
Nick Green  
City Manager  
450 East Main Street

John Day, Oregon 97845

Dear Mr. Green:

**When the going gets tough, the tough get going.** That’s what came to mind when reading about your city’s challenges in recent years (i.e., Oregon’s highest unemployment rate, most economically depressed area in the state, aging critical infrastructure, etc.) together with your inspiring plan to do something about it by creating the John Day Innovation Gateway.

### **What we understand about the City’s goals and objectives.**

- Proof of Concept project. If the city can make this small greenhouse project a big success, it can expand into the future, potentially garnering more public and private funding
- City wants to leverage the area’s abundance of water (eventually using reclaimed water) and abundance of sunshine (250-300 days/year)
- By growing its own produce, the City can:
  - Reduce the costs to the people of John Day (where heads of lettuce in the winter can be as high as \$5/each)
  - Create a place to learn agriculture first-hand for Humbolt Elementary and Grant Union High School students, as well as colleges located 2-3 hours away
  - Become more self-sufficient by reducing dependence on produce and herbs grown elsewhere
  - Create a “community project” that John Day residents can embrace; something the whole area can be proud of
  - Eventually attract private sector companies to grow hydroponic “cash crops” in larger-scale greenhouses, creating more jobs and improving economic development in John Day
  - Potentially create an agricultural tourism destination

### **About EuroMEX Greenhouses and this proposal.**

Over the past 18 years, our company has taken on a tough challenge as well—figuring out a way to provide high-quality, turnkey greenhouses at lower rates, so companies and municipalities alike could afford them, and start growing the fruits, vegetables and herbs they desire.



Within the following pages, you'll find all requested background, answers and disclosures, as well as information on the services and value we can bring to your important greenhouse project.

We understand and admire the high expectations that the City of John Day has for this project—and are confident that, given the chance to partner with you, we will exceed them.

We look forward to hearing from you regarding the next steps in your review process. It would be great to meet with you in person and discuss your unique needs, objectives and challenges. We live for those conversations!

In the meantime, should you have any questions, please don't hesitate to contact me at 773.742.2930 or at [gbrumis@euromexgreenhouses.com](mailto:gbrumis@euromexgreenhouses.com)

Sincerely,

A handwritten signature in black ink that reads "George Brumis".

George Brumis  
Business Development Consultant



## A) Professional Qualifications of Firm

Formed in 2000, EuroMEX Greenhouses has grown to become a global player in the industry, with major projects throughout Europe, South America, Central America and most recently, in North America. The company has corporate offices in Spain, Mexico and the U.S. (Los Angeles).

From day one, our main goal has been to over-deliver for our clients in every possible way. This includes:

- **Higher quality materials**, meeting Europe’s most stringent regulations (EURONED: EN 13031-01 A15, issued by the Dutch Institute of Standardization). While most of our competitors’ products are sourced in China, ours are sourced in Europe (other than lighting)-
- **Faster delivery** (often within just a week versus 6-9 weeks)
- **Lower overall costs** made possible due to lower labor costs in Mexico, where most materials for are assembled for U.S. projects
- **White Glove Customer Service**, where we go above-and-beyond for every client, big or small. We’ve been known to fly employees to hand-deliver parts or to provide guidance on an installation when other companies would do this via delivery companies and service calls.
- **Better technology and reliability through carefully selected and vetted partners**, including Adegeest (Holland), Rufepa (Spain), Rabita (Spain) de Gler (Holland), Agroquijano (Spain), Riviera Blumen (Spain), RiTec (Spain) and RyMex (Mexico).
- **More greenhouse options for every crop, climate and budget.** These include: *Glass greenhouses*, utilizing sophisticated “Venlo” glass, which offers maximum light transmission and affordability; *Plastic greenhouses*, including Multi-Tunnel and Gothic, Parral or Almeria, Tropical, and Mini-Tunnel; *Mesh greenhouses* especially suitable for cultures in zones sensitive to the exposure of crop-destroying insects;
- **Wider selection of equipment, accessories and services for today and tomorrow (as your budget grows based on your success).** We carry all necessary equipment, accessories and services, including thermal screens, heating, grow lights (for all types of crops), irrigation equipment, fending, fans, hanging channels, clips and hooks, wire and braids, cultivation tables, water tanks, sulfur sublimators, soil drainage channels, soil cloth, motors and sprockets, cooling systems and more.
- **Technical and agricultural consulting services—how and when you want them.** We realize that every municipality has professionals with different skillsets, so we offer consulting and guidance to bridge any knowledge or technical gaps that may exist. This includes *technical consulting* to ensure that you are able to both assemble and reap the benefits of the equipment and technology that you have purchased. We also *provide agricultural consulting services* provided by Master Growers with demonstrable experience in growing crops of all kinds (Leafy Greens, Micro greens, Spinach, Cucumbers, Peppers, Tomatoes, Citrus fruits, Grapes, Strawberries, Peaches, Chilies, Cannabis, Herbs, and Flowers) in numerous countries and climates.
- **Financing options that you simply won’t find with other companies.** We bring the added value of being able to offer and manage a wide range of short, medium and long-term financing options to our clients. Our relationship with major credit institutions and insurance companies allow us to obtain the best terms for our clients. We even finance some projects ourselves on occasion. We realize that a greenhouse is an important investment that is not immediately amortized. Consequently, it’s not always easy to get the necessary financing on your own. We help you navigate your financial options, getting you the funding and terms you need to be successful.



## B.) Conceptual Plans

### Introduction

The project will have one (1) production VENLO greenhouse with a total covered area of 6,240 sq ft for the greenhouse.

### Materials - Venlo Greenhouse Structure

The project consists of one (1) greenhouse divided into 3 bays of 26'x120' for agricultural production.

Distance between inside posts:	8 ft
Distance between side posts:	5 ft
Height below gutter:	12 ft
Top height:	5 ft

Please see sample EuroMEX Venlo Polycarbonate greenhouses below. The greenhouses below are the exact same structures that the City of John Day will be receiving. The only difference is the ones below feature glass on the sides instead of plastic.









## Dimensions

For this project, we are pleased to offer one (1) Venlo-type greenhouse.

**The greenhouse will have the following main characteristics:**

Bay width:	26 ft
Section size:	8 ft
Height below gutter:	12 ft
Distance between internal pillars:	8 ft
Distance between side pillars:	8 ft

*PRODUCTION AREA (3 units):*

Number of bays of 3	3 units
TOTAL Wide:	76
Number of sections of 8 ft	3 sections
TOTAL Length:	80
Total Surface production area:	6240 sqft
Doors	3 outside; 2 inside

Doors shall be provided to the City of John Day's specifications.