

Jobenomics: The economics of small business and job creation.

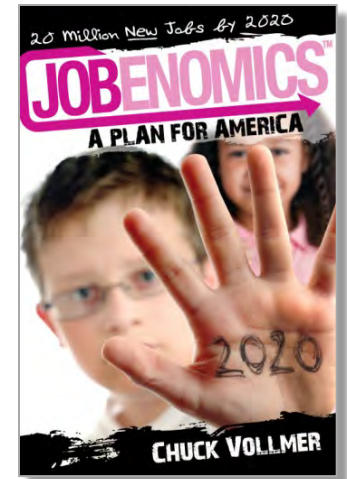


Jobenomics Erie Goal: Create 3,500 new direct jobs within the next 5-years with emphasis on veterans, women, minorities, new workforce entrants and other hopefuls who want a career or start a business.

*By; Chuck Vollmer
15 May 2017*

Bipartisan National Grassroots Movement

- Started in 2010, estimated following: 20 million
- Outreach via TV, radio, lectures, social media
- Website averaging tens of thousands of visitors per month from all over the world.



Books and Research

- Nine books on economic, business and workforce development
- Monthly reports on U.S. employment/unemployment situation
- Special reports on emerging national and business initiatives

City and State Initiatives and Programs

- Over a dozen initiatives led by local community leaders
- Two highly-scalable national turnkey programs

Goal: 20 million net new American private sector jobs per decade.

Research Books & E-Books



Extensive research on economic/business/workforce development, and emerging national labor force and urban renewal initiatives.

Jobenomics City & State Initiatives



Implementation Underway

- Jobenomics Erie Pennsylvania

Community Leader

Board Established

Detailed Plans Developed

- Jobenomics JWRC Phoenix
- Jobenomics Erie Pennsylvania
- Jobenomics New York City
 - Jobenomics Harlem (JNYC Pilot Program)
- Jobenomics Baltimore City Maryland

Community Leader

Mr. Doyle Davis

Multiple

Rev. Michael Faulkner

Rev. Dr. Al Hathaway

In Development

- Jobenomics North Carolina
- Jobenomics Delaware
- Jobenomics Southern Maryland
- Jobenomics Cincinnati Ohio
- Jobenomics Las Vegas Nevada
- Jobenomics Sanford Florida
- Jobenomics Buffalo New York

Mr. Joe Magno

Mr. La Mar Gunn

Mr. Aurelio Azpiazu

Mr. Uche Agomuo

Col. Steve Seroka

Rev. Paul Benjamin

Mr. Terrance Heard

Other city, county, regional and state initiatives in discussion.

Jobenomics Erie Management Team



Erie-Based Team

Bishop Curtis Jones, Sr.
Fredrick Williams
Kim Burney
Mike Chevalier
Dr. Gae Anderson-Miller
Kathi Danielson
Greg Smith

Pastor Vickie Jones
John Kowalczyk
Jim Martin
Alan Kugler
Scott Bonnell
Tyrone L. Clark
Tim Tassick

Jobenomics National Team

Chuck Vollmer
Joel Griffing (Hope Collection)
Peter Hessler (URT)
Nicole Washington (MicroBizCoach)

Steve Grueber (eCyclingUSA)
R. Michael Buehler (ACTS FFA)
Joe Sarubbi (TEC-SMART)

**Management team committed to a rapid and successful launch of
Jobenomics Erie. Website: <http://jobenomicserie.com/>**

Jobenomics Erie Lead Organizations



Curtis Jones



Fred Williams



John Kowalczyk



Chuck Vollmer
Architect



Kim Burney
Coordinator

Climate Changers and VMCE are 501c3 organizations involved in Erie community and workforce development.

Erie Wage & Income Statistics

Median Household Income



Jobenomics Erie focuses on increasing inner-city household incomes to over \$50,000 per year.

Erie Employment Trends

Erie Metropolitan Statistic Area (MSA)



Jobenomics Erie intends to reverse the employment decline in Erie communities and neighborhoods that need it the most.

Jobenomics Erie Program

Jobenomics Erie Program	Direct Jobs (5 Years)	% of 3,500 Job Goal
Community-Based Business Generator	1,550	44%
Urban Agriculture	650	19%
Urban Mining	550	16%
Workforce Re-Entry Center	750	21%
Total	3,500	100%

3,500 new direct jobs within next 5-years

- 10,500 to 14,000 total new jobs
(2-times to 3-times direct to indirect workforce ratio)
- Creation of hundreds of locally-owned businesses tied to inner-city Erie (enhancing the direct/indirect job ratio)
- Annual Erie economic impact \approx \$500 million
(10,500 jobs @ \$50k/year)

Townhall meeting marked the beginning of Jobenomics Erie.

Business Generator and Skills-Based Training & Certification Programs

Jobenomics Erie Program		Direct Jobs (est. 5 Years)	% of 3,500 Job Goal
Community-Based Business Generator		1,550	44%
	Staffing	50	1%
	Direct-Care	600	17%
	Digital Economy	500	14%
	Renewable Energy & Technical Trades	400	11%

- 1,500 new direct jobs within next 5-years
- Initial location: 314 East 11th Street, Erie (Climate Changers 27,000 square foot building)
- Hope Collection will begin training with its 9,000 skills-based training and certification programs on 18 April 2017

Initial focus will be on direct-care, digital economy, renewable energy and technical trades business and job creation.

Jobenomics Erie Community-Based Business Generator Process

Labor Pool of People Interested In Workfare



Top Candidates Selected By Schools, Non-Profits, Churches, Sports Teams, Etc.

Top Candidates



JCBBG Candidate Interviews, Aptitude Testing and Counseling



Sent To Other
Educational and
Training Centers
for Career
Development



JCBBG Leadership, Skills-
Based Training and
Certification Programs



Hired by Existing
Companies
Looking For Pre-
Qualified
Employees



Start Small Business

Every candidate that enters the Jobenomics Erie Program will incorporate their own self-employed business (S-Corp).

The Hope Collection

- The Hope Collection (THC, <http://thehopecollection.org>) team includes the leading, nationally-accredited, skills-based training and certification institutions in the United States.
- THC's **9,000 online skills-based training and certification programs** are oriented to creating “careers within a year” in Health & Wellness, Performing and Fine Arts, Development and Housing, Technology, Energy, Communications, Faith-Based Leadership, Education, Food & Nutrition, and Family Support.
- To deliver its skills-based training and certification programs, The Hope Collection developed a cloud-based Virtual Value Interactive Network (a data base management system) **used by tens of millions of people around the globe**, managed by the Hope Resource & Research Center (www.RRCenter.org) and accessed free by Jobenomics Erie members via Optimize My Life (<http://www.optimizemylife.org>).

Optimizemylife.com is the THC membership portal for Jobenomics.

9,000 Online Skills-Based Training and Certification Programs

- Jobenomics is teamed with The Hope Collection (THC) for skills-based training and lifelong applied learning.
- First you have to log in to THC's Optimize My Life portal:
<http://www.optimizemylife.org/en-us/services/education.aspx>
- Accredited Training & Certification Providers:
 - 360training: <http://www.360training.com/>
 - ExpertRating: <http://www.expertRating.com/>
 - Lake Technical College: <http://www.laketechnical.org/>
 - American Institute of Small Business:
<http://www.ed2go.com/business/>



Goal: jobs within weeks/months and careers within a year.

Fill Open Jobs By Industry

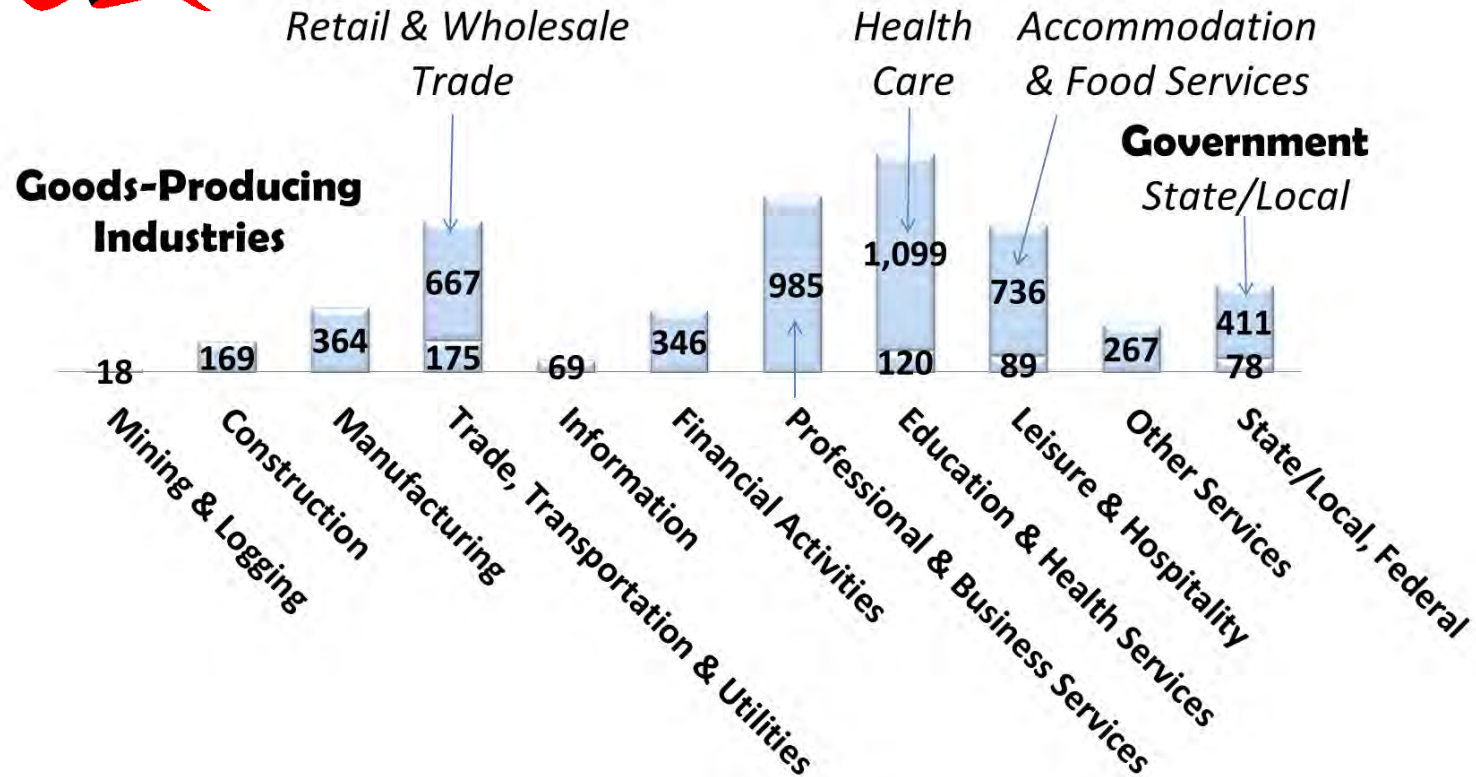


Total: 5,592,000 Jobs

Source: BLS, JOLTS Table 7, Not Seasonally Adjusted

Thousands (000s) of Jobs, as of **February 2017**, Retrieved 14 April 2017

Service-Providing Industries

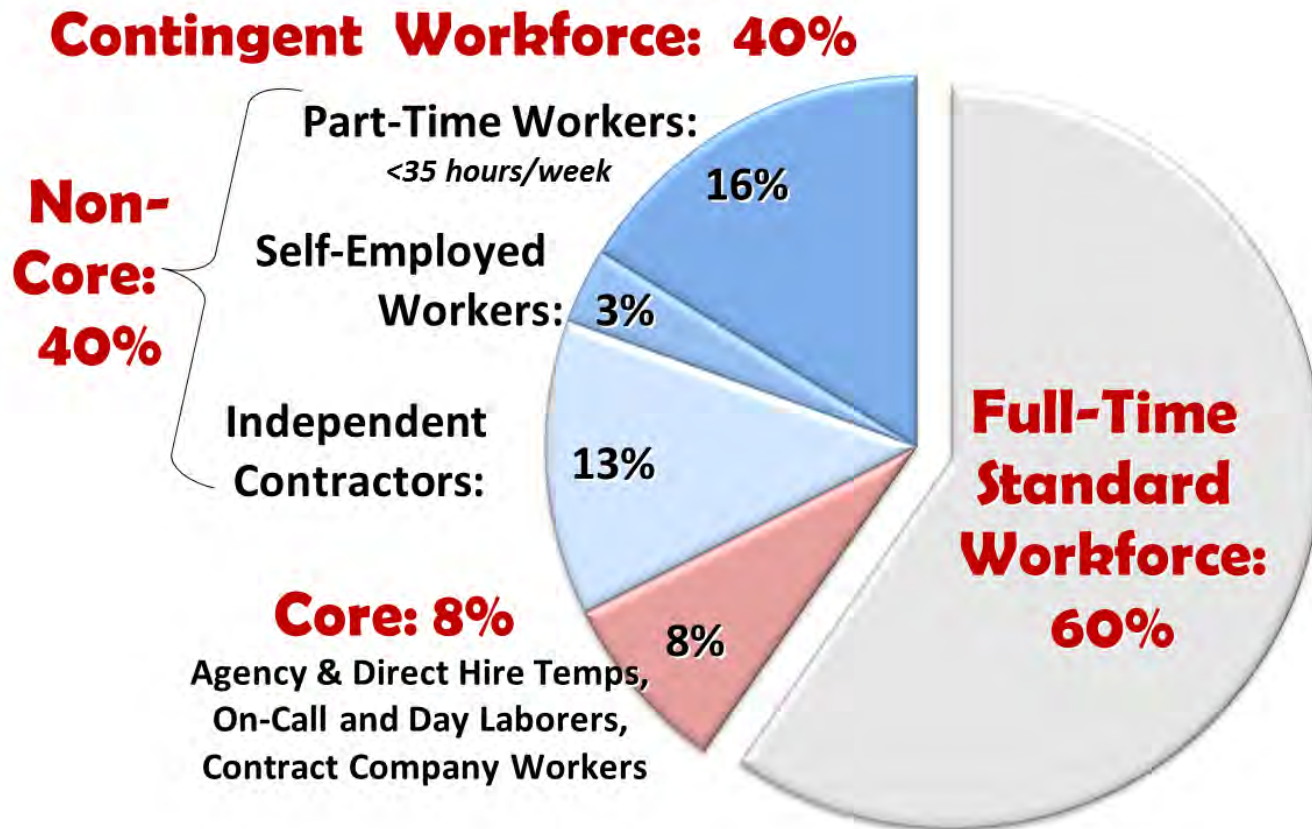


Jobenomics Erie will train and certify Erie's labor force for currently open Erie jobs as well as preparing for future jobs.

Gig/Contingent Workforce Focus

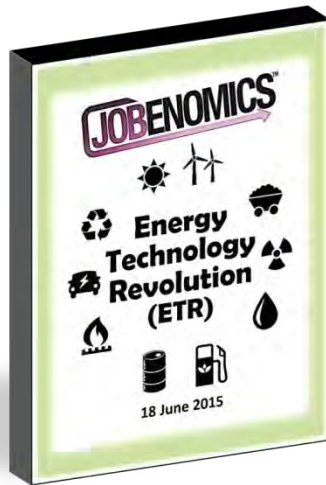
2017 U.S. Employed Labor Force

Source: GAO, BLS, NORC, Jobenomics

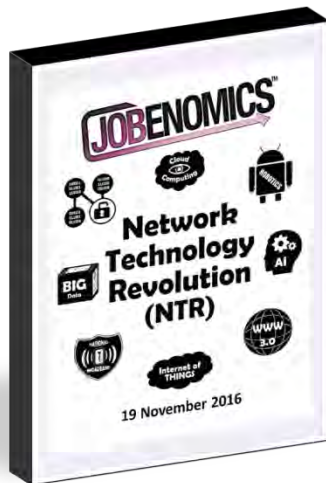


By 2030, gig/contingent workforce will be the dominant (over 50%) labor force in the United States. Jobenomics Erie will help prepare and maximize Erie's labor force for this transition.

Emerging National Initiatives



160-page **Energy Technology Revolution (ETR)** book involves emerging energy technologies, processes and systems that will transform the global energy mix and create tens of millions of net new U.S. jobs. Communities that have an ETR strategy will claim the bulk of these jobs and to make their communities to be much more energy efficient.



200-page **Network Technology Revolution (NTR)** book addresses the next generation in network and digital technologies that will transform economies and the way we live, work and play. The NTR could produce tens of millions of net new U.S. jobs and millions of small businesses. On the other hand, via automation, the NTR has the potential to obsolete tens of millions of existing jobs.

The ETR and NTR will create 10s of millions of new job opportunities—largely for the contingent workforce.

Urban Agriculture

Jobenomics Erie Program		Direct Jobs (est. 5 Years)	% of 3,500 Job Goal
Urban Agriculture		650	19%
	Micro-Farms (150)	450	13%
	Controlled Agriculture Center	200	6%

- 650 new direct jobs within next 5-years (not including temporary demolition, construction or long-term indirect jobs)
- Initial location: 1573 West 39th Street, Erie (VMCE)



Initial focus will be on hydroponic and vertical indoor farming.

Jobenomics ACTS Freedom Farms

- **Team:** Jobenomics is teamed with ACTS Freedom Farms of America
- **Mission:** Provide a solution to the world's food shortage through self-sustaining and supportive live-work communities.
- **Vision:** Provide quality foods in harmony with the global environment, while empowering individuals to become an important partner in high-tech controlled environment agriculture.
- **Strategy:** 1) home ownership combined with an agriculture career, 2) corporate owned hydroponic commercial growing operations and 3) contracted privately owned and operated micro-farmers



ACTS

**Freedom
Farms
of America**

Veteran Owned...Hydro-organically Grown



Initial operations: 20,000 veteran-owned micro-farms in 5-years.

Jobenomics Erie Freedom Farms

- Initial cadre will be mostly veterans (vetting and financing considerations) but will also include non-veterans.



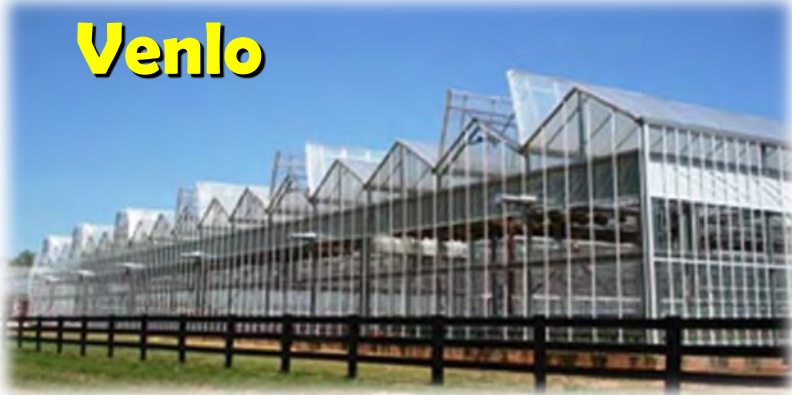
- Central controlled agricultural center (AG Core) manage and source crop production, processing, distribution and sales to fresh market outlets (grocery, restaurants, and international).
- Each micro-farm will consist of the land, 2,500 sq. ft. home and a leased state-of-the-art hydroponic and vertical agriculture 6,000 sq. ft. greenhouse that will be equipped and supplied by AG Core.



Estimated \$60,000 annual salary per micro-farmer.

Greenhouses & Technologies

Venlo



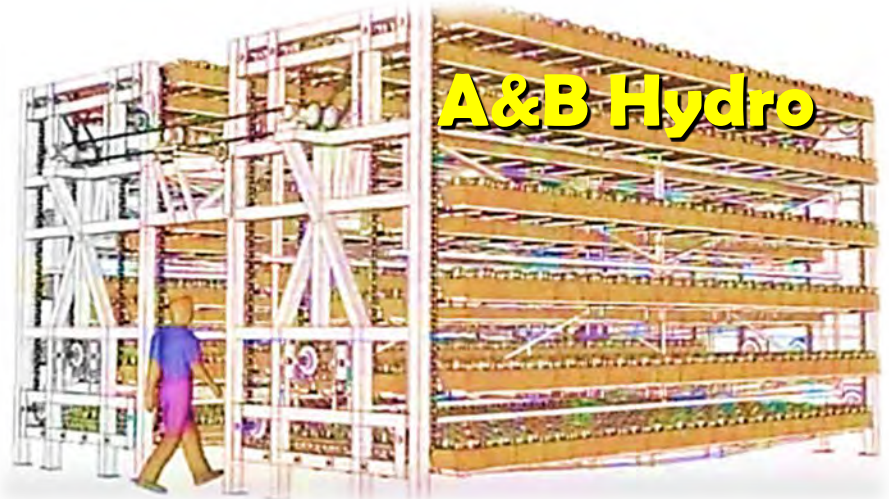
Sun-Mate



RBI



A&B Hydro



ACTS FFA is partnered with leading indoor controlled AG companies.

Erie Veteran-Owned Firms

- Initial effort will involve veterans but be expanded to other demographics.

Source: U.S. Census Bureau (2012)

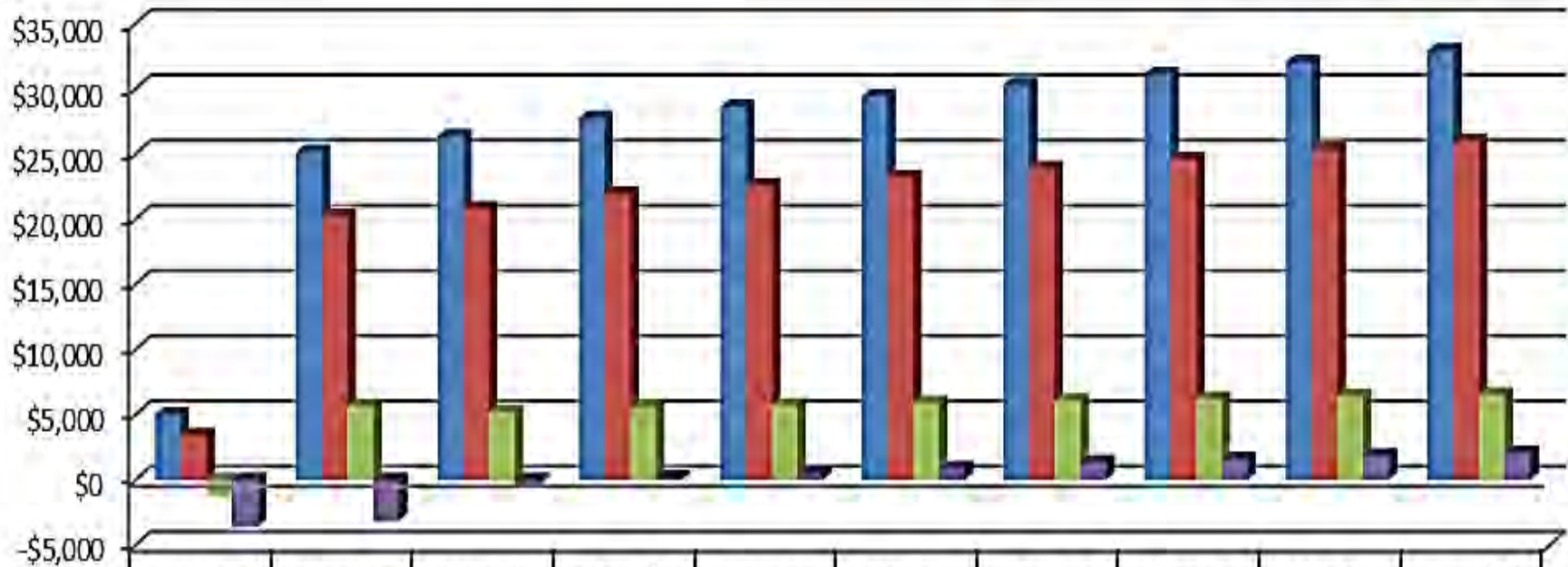
	Erie City	Erie County
Total Firms	6,280	18,667
Men-owned firms	55%	58%
Women-owned firms	31%	30%
Minority-owned firms	16%	7%
Veteran-owned firms	8%	9%
Number of Veteran-owned firms	471	1,639

- Veterans Miracle Center Erie (VMCE), a highly respected local 501c3 non-profit organization, will lead Jobenomics Erie's veterans programs. .



John Kowalczyk, VMCE Founder, leads J-Erie's veterans programs.

Jobenomics Erie Freedom Farms Estimated Financials (in 000s) AG Core + 100 Micro-Farms

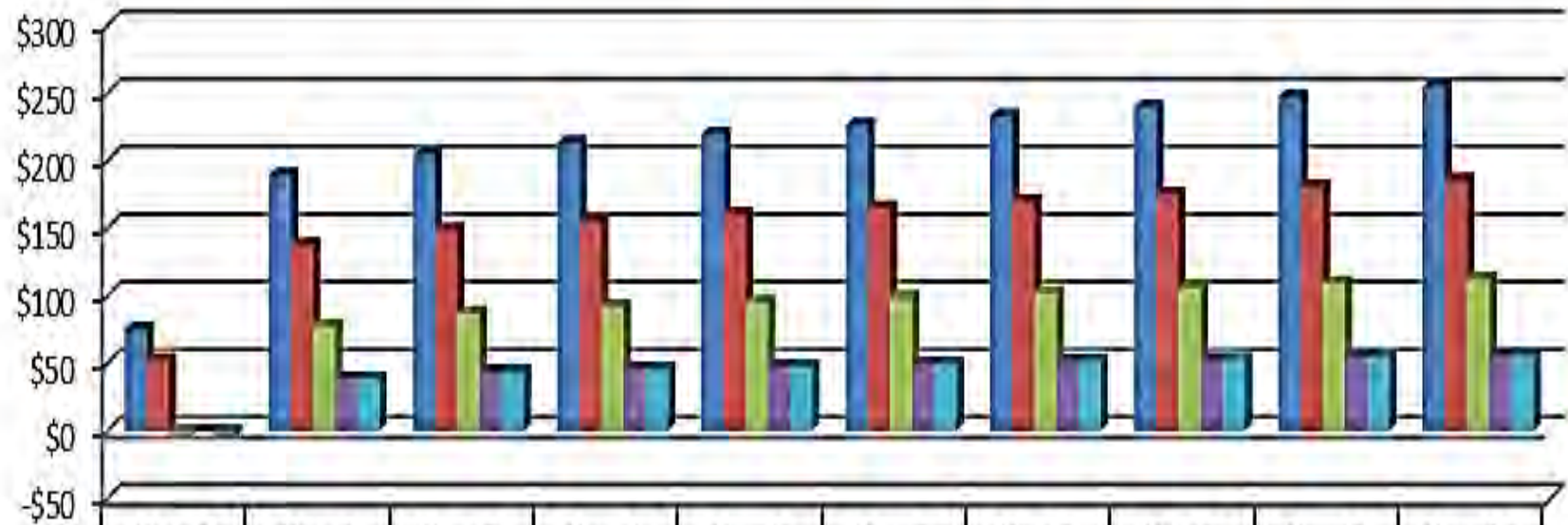


Estimated \$30,000,000+ annual revenue to Erie.

Jobenomics Erie Freedom Farms

Estimated Financials (in 000s)

For 1 Micro-Farm



	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
■ Sales	\$75	\$189	\$204	\$213	\$220	\$226	\$233	\$240	\$247	\$255
■ Gross Margin	\$52	\$138	\$149	\$155	\$160	\$165	\$170	\$175	\$181	\$185
■ Profit to share	(\$5)	\$77	\$87	\$92	\$95	\$98	\$102	\$105	\$109	\$112
■ Farmer earnings	\$0	\$39	\$44	\$46	\$47	\$49	\$51	\$53	\$55	\$56
■ Corp EBITDA	(\$5)	\$39	\$44	\$46	\$47	\$49	\$51	\$53	\$55	\$56

Estimated \$56,000 annual farmer earnings.

Urban Mining

Jobenomics Erie Program		Direct Jobs (est. 5 Years)	% of 3,500 Job Goal
Urban Mining		550	16%
	eCyclingErie	50	1%
	Light Industry	200	6%
	Transportation & Logistics	300	9%

- 550 new direct jobs within next 5-years
- eCyclingErie can be operational with 1-year of contract award



Urban Mining Program could generate sufficient profits that will fund other skills-based training and certification programs.

Types of E-Waste

■ **Household Electronics**

- IT-Related Products (EPA definition)
- Consumer Electronics
- Large Appliances
- Small Appliances
- Cleaning/Power Tools
- Entertainment Systems
- Toys & Other Electrical Items

■ **Business**

- Computers, Servers, Peripherals
- Hardware, Cabling, Ducting, Racks
- Vending Machines & Other Items

■ **Government** (Federal, State, Local)

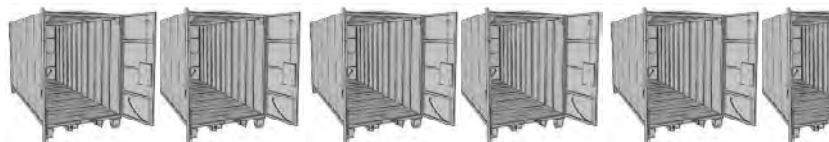
■ **Educational, Medical & Industrial**

■ **Construction & Demolition Materials**



eCyclingUSA plant can process these items quickly and cleanly.

3-Shift Operation Feedstock Requirements



110 Tons Per Day
(5.5 Shipping Container Equivalents)



\$ Value of e-Waste Raw Materials

For Estimating Purposes Only

5 Tons Per Hour 3-Shift Operation, 300 Days Per Year

Feedstock: Computers, Consumer Electronics, Small and Large Appliances

Metal/Material	% of e-Waste	\$s per Metric Ton*	\$/Ton (2204 pounds)	Total \$/Year (5 tons/hour x 23 hour/day x 300 days/year)
Iron/Steel (Fe)	20%	\$ 195	\$ 39.00	\$ 1,345,500
Copper (Cu)	5%	\$ 4,430	\$ 221.50	\$ 7,641,750
Aluminum (Al)	20%	\$ 1,300	\$ 260.00	\$ 8,970,000
ABS Plastics	10%	\$ 1,675	\$ 167.50	\$ 5,778,750
Other Plastics/Foam	40%	\$ 287	\$ 114.80	\$ 3,960,600
Computer Components	5%	\$ 2,466	\$ 123.31	\$ 4,254,326

Source: Jobenomics, eCyclingUSA

100%

Revenue** \$ 31,950,926

Cost of goods sold \$ 15,417,000

*Scrap prices as of 3 December 2016

Operating expenses \$ 4,666,000

**Does not include grants, tax incentives or tipping fees

Net Income \$ 11,867,926

EBITDA 37%

JE Workforce Re-Entry Center (JEWRC)

Jobenomics Erie Program		Direct Jobs (est. 5 Years)	% of 3,500 Job Goal
Workforce Re-Entry Center		750	21%
	Ex-Offenders	300	9%
	Would-Be-Offenders	300	9%
	Disabled (PTSD) & Homeless Veterans	150	4%

- 750 new direct jobs within next 5-years
- Initial location: 314 East 11th Street, Erie (Climate Changers 27,000 square foot building). Candidate location: Burton JEWRC.

Climate Changers



Burton School

148 W 21st St, Erie



Burton JEWRC can accommodate 100s of people per year.

Getting Started

- Training & certification programs start on 18 April 2017
- Startup costs \$900,000. Year 1 & 2 operational costs \$1.8 million.
- eCyclingErie starts 1-shift operation within 18 months

<i>As of 2 March 2017</i>	Startup (6 Months)	Year 1	Year 2	Year 3	Year 4
Operational Costs & Expenses					
Jobenomic Erie-Training & Certification Programs	\$874,610	\$1,793,220	\$1,793,220	\$3,410,660	\$5,572,160
eCyclingErie (1-Shift Operation)			\$9,987,000		
eCyclingErie (2-Shift Operation)				\$18,361,000	
eCyclingErie (3-Shift Operation)					\$20,083,000
Revenue Projections					
eCyclingErie (1-Shift Operation)			\$11,113,366		
eCyclingErie (2-Shift Operation)				\$22,226,731	
eCyclingErie (3-Shift Operation)					\$31,950,926
Net Income					
All Jobenomics Erie Operations	-\$874,610	-\$1,793,220	-\$666,854	\$455,071	\$6,295,766

Jobenomics Erie Could Be Self-Sustaining In Year 3.
Jobenomics Erie Freedom Farms can also start within 18 months.

Sources Of Funding & Support

■ Startup Capital & Support

- Corporate sponsorship
- Government bonds and grants
- Debt financing and/or equity investment (7%-9% interest)
- Special programs (e.g., HUD Section 203, 3 and 8 funding, EB-5)
- Philanthrocapitalism

■ Sustaining Capital & Support

- Urban mining and urban agriculture profit sharing
- Corporate hiring and subcontracting
- New business hiring and profitability
- Mezzanine financing
- Micro-business loans

Jobenomics is pursuing (1) Wall Street investors and (2) establishing a CDFI-Community Development Financial Institution/CDE- Community Development Enterprise – both of which require seed-funding from the local community.

**Any interest in joining the
Jobenomics Erie program?**



**If yes,
contact a Jobenomics Erie Management Team
member, or signup at www.JobenomicsErie.com/Join**