Jobenomics deals with the process of creating and mass-producing small businesses and jobs.

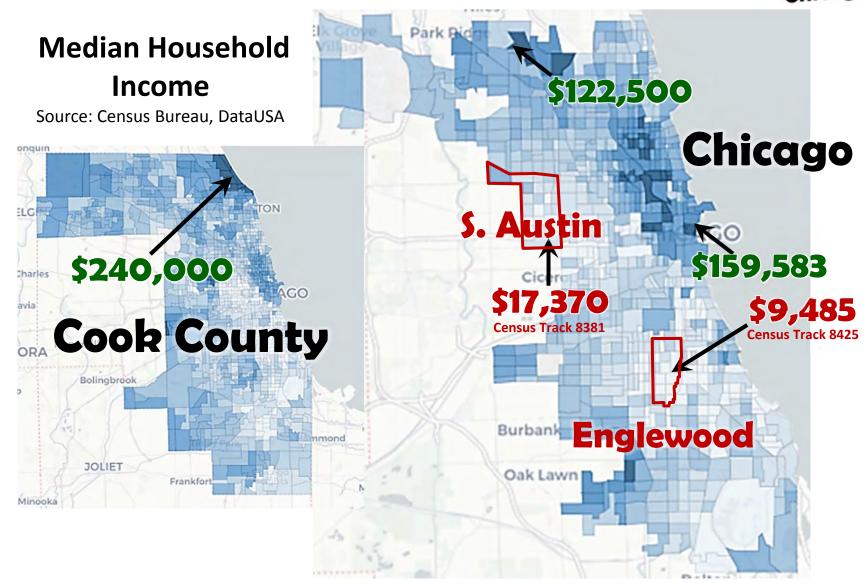


Jobenomics Chicago's goal is to facilitate creation of 6,000 new jobs over the next 5-years with emphasis on South Austin and Englewood communities.

**16 February 2019** 

### Jobenomics Chicago Focus Area





Goal to reduce income inequality increase income opportunity.

## Jobenomics Chicago Business & Job Creation Initiatives



Jobenomics Chicago Business Initiatives	Jobs			
Urban Agriculture & Affordable Homes/Businesses	1 000			
(Indoor Hydroponics & Vertical Farming)	1,000			
Urban Mining & Material Reclamation Facilities	800			
(eCycling)	OUU			
Renewable Energy & Green Micro-Businesses	600			
(Solar Installation/Maintenance, Energy Services)				
Direct-Care & On-Demand Independent Contractors	1 500			
(Health, Elder, Child, Behavioral)	1,500			
Digital Economy & Digital Academies	1 500			
(eCommerce, eSports, App/Bot Developers)	1,500			
Community-Based Business Generator &	600			
Entreprenuer Co-Working Enterprises	000			

6,000

Goal: 6,000 new jobs within 5-years by mass-producing local startup businesses that are anchored in Austin and Englewood.

### Are 6,000 New Jobs Realistic?



Source: Census Bureau data		Working Employed	Non-Working Capable		
			Unemployed	Not-in-Labor-Force	
South Austin	Male	5,318	2,777	9,336	
	Female	8,604	2,201	7,797	
		13,922	4,978	17,133	
_			22,111 Labor Pool		
Englewood	Male	2,537	1,910	5,190	
	Female	4,555	1,956	6,391	
		7,092	3,866	11,581	
			15,447 Labor Pool		
		Total Employed	Total Available Labor Pool		
		21,014	37,558		
		21,014 <b>37,558</b>		558	

Jobenomics Chicago Goal: 6,000 New Jobs Within 5-Years

27,014 31,558
Increase 29% Decrease 16%

Chicago would only have to decrease unemployed and sidelined workers by 16% (about 3% per year) which is very achievable.



#### **Jobenomics National Grassroots Movement**



#### **Jobenomics**

## JOBENOMICS Chicago

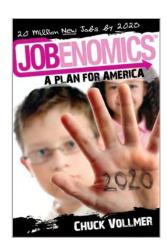
#### **Bipartisan National Grassroots Movement**

- Since 2010, estimated audience of 30 million
- Website averages 30,000 monthly page views
- Jobenomics America TV, a weekly show, airs on Dish, DirecTV, Amazon, Apple & Roku networks



#### **Books and Research**

- First book established goal of 20 million new jobs.
- Ten free e-books on economic, community, small business and workforce development.
- Special reports on global and national issues.



#### **City and State Initiatives and Programs**

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

Primary focus: economic, community, small business and workforce development at the base of America's socio-economic pyramid.

## Free E-Books in Jobenomics Library





Extensive research on the economy, policy-making, labor force situation, emerging technologies, and urban renewal initiatives.

# A Different Approach To Economic And Community Development



#### **Traditional Top-Down Approach**





Jobenomics Bottom-Up Approach

## **Economic Development Emphasis**



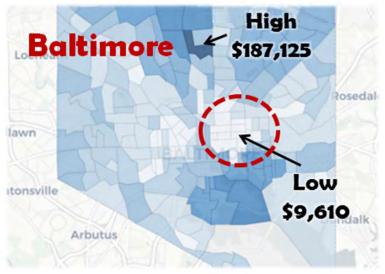
Development Category	Traditional Economic Development Emphasis	Jobenomics Economic Development Emphasis
Economy	Established Industry Supersectors in The Traditional Economy	Fill Open Jobs and New Opportunities in Emerging Digital And Energy Economies
Community	High-Skilled, Well-Resourced State, Regional and Metropolitan Areas	Lower-Skilled, Marginalized Inner-City Neighborhoods and Rural Areas
Business	Large-Scale Business and Real Estate Opportunities	Mass-Produce Highly-Scalable Micro-Businesses
Workforce	Standard Workforce Agreements. Degree-Based Education	Alternative Workforce Agreements. Certified Skills-Based Training

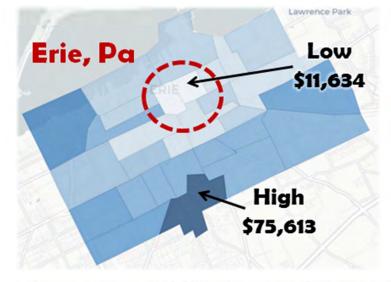
Jobenomics bottoms-up approach is synergistic with top-down economic development models.

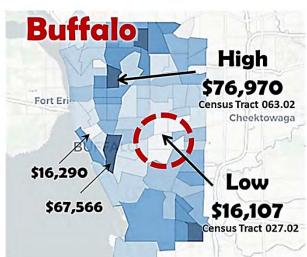
### Jobenomics "Donut Hole" Emphasis

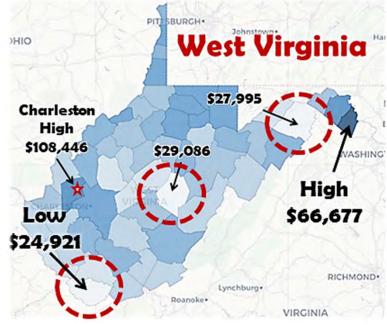


**Median Household Income** 









Urban renewal and rural programs for under-served communities.

#### **Economic Development Conundrum**



#### Traditional Top-Down Approach

Attract 1 Large \$100,000,000/year Enterprise



#### Jobenomics Bottom-Up Approach

Start 1,000 \$100,000/year Micro Businesses



Under-resourced communities have difficulty attracting big companies but can mass-produce micro and nonemployer businesses.

### Micro & Nonemployer Businesses





- A micro-business (1 to 19 employees) employ 32 million Americans.
- A nonemployer is a small business with no "paid" employees.
  - 80% of all U.S. businesses with 28 million single-person owners.
  - Growing significantly faster than traditional businesses and earn
  - Owners make substantially more than wage and salaried jobs.

Mass-producing micro and nonemployer businesses is the answer to beleaguered urban communities lacking good-paying jobs.

## Micro & Nonemployer Professions



- Self-Employed (earn income from one's own business rather than as a specified salary or wages from an employer)
- Independent Contractors (construction workers, accountants, authors, bookkeepers, engineers, masons, real estate agents, teachers)
- Consultants (professional services human resources, financial, information technology, management),
- Freelancers (administrative support, design, legal, journalists, tutors, marketing and sale, web and apps developers, etc.)
- On-Demand Workers (executives, doctors, nurses, healthcare aides, Uber drivers, operations and technical support, security analysts)
- Flex Workers (analysts, apps developers, loan officers, engineers, educational and technical assistants, food service and bartenders)
- Gig Workers (artists, actors, entertainers, delivery drivers, coders, programmers, handyman, photographers, and care givers)
- Part-Timers (who work less than 40 per week out of necessity or choice and workers who work full-time via multiple part-time jobs.

Jobenomics prioritizes micro-employer and nonemployer business creation. These firms will be more anchored in poor neighbors than larger businesses and will be less likely to migrate to the suburbs.

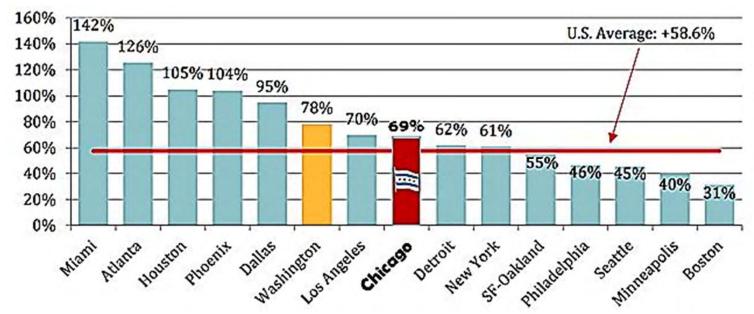
12

## Nonemployer Statistics



#### Percent Change in Nonemployer Establishments, 1997-2015

U.S. Census Bureau (Nonemployer Statistics), The Stephen S. Fuller Institute at the Schar School, GMU



#### Washington DC Region Nonemployer Firm Economic Impact

- 526,000 single-person firms, average receipts of \$54,000/year
- \$33 billion in 2016, more than DoD procurement or earnings from state and local government employment
- 10% of all earnings in 2016 by place of work
- Decade growth: Nonemployers (78%), Employer Firms (34%)

Nonemployer income is growing faster than employer wages.

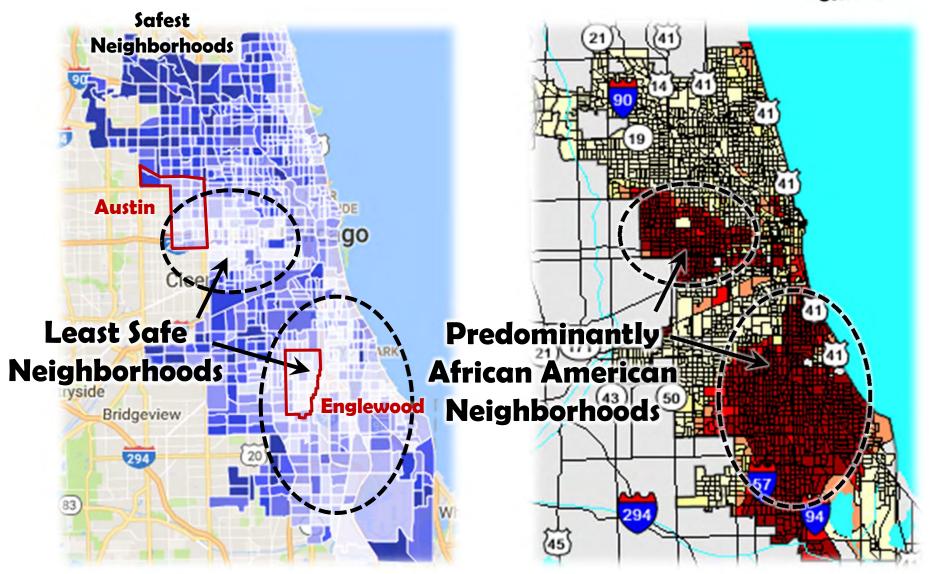


#### A Chicago Grassroots Movement



### **Chicago Neighborhood Profile**





For every 1% increase in startup businesses, poverty is reduced by 2%.

### Chicago Statistical Profiles



Source: Statistical Altas.com	Englewood	South Austin	Chicago Metro	USA
Population	30,654	47,631	9.5M	328M
Household Income (Median)	\$18,900	\$26,100	\$61,200	\$55,775
Race (% African American)	95.0%	94.5%	17.1%	12.6%
Education (No High School Diploma)	27.9%	26.7%	13.4%	14.0%
<b>Employed</b> (Working-Age Men 35-44)	41.4%	43.7%	84.1%	82.3%
Unemployment Rate	17.1%	68.6%	7.5%	3.8%
Single Mom Households (with children under 18)	79.7%	68.6%	34.6%	24.7%
Poverty Rate (Less Than \$20,000)	53.7%	38.9%	15.6%	18.0%

Jobenomics' economic, community, business and workforce development programs are ideal for South Austin and Englewood.

## Primary Challenge: Help Sidelined Workers Rejoin Chicago's Labor Force



- South Austin and Englewood's "Not-in-Labor-Force" is larger than the Employed workforce. Unless this is reversed, Chicago's economy is not sustainable.
- Emphasis on creating business and job opportunities for:
  - Women head of households
  - Working age minority males
  - Formerly incarcerated, gang members and at-risk youth
  - Gen Z (Screenagers)
  - Those who want careers



Source: Chicago Metropolitan Agency for Planning, CMAP 2015 Data



According to CMAP, only 3.9% of Austin's and 1.5% of Englewood's employed labor force actually work in Austin—totally unacceptable.

## **Special Emphasis Areas**



- Institute Community-Based Business Generators and Entrepreneurial Centers with skills-based training programs.
- Create city-wide business initiatives suitable for low- and entrylevel occupations and skills.
- Mass-produce startup business oriented to under-resourced communities and marginalized citizens.
  - View returning citizens and gang members as entrepreneurs that can transition to legal pursuits.
  - Single mother householders have maternal skills essential to fulfilling direct-care business opportunities.
  - Inner-city Screenagers (Generation Z) are digital natives who are ideally suited for the emerging digital economy.

Develop an actionable Jobenomics Chicago program that can attract city, state, federal and private sector funding.

## Jobenomics Community-Based **Business Generator (CBBG) Concept**



Labor Pool of People Interested In Workfare



Top Candidates Selected By Selected, 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

Most cities have Business Incubators and Business Accelerators, but not Business Generators for low-income citizens.

# 9,000 Online Skills-Based Training And Certification Programs



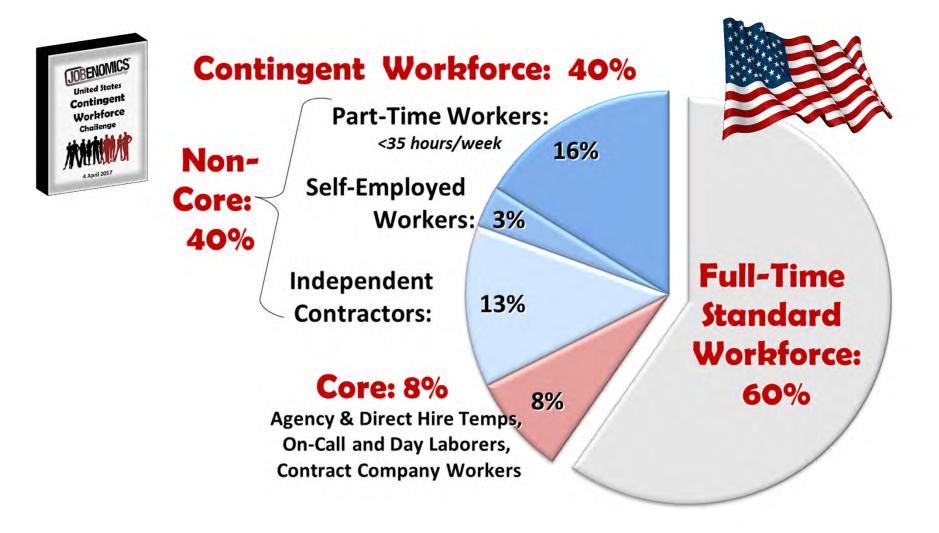
- For many unemployed and sidelined inner-city citizens, earning a college education is not realistic.
- Skill-based training programs can provide citizens with federally- accredited skills within weeks to months.
- Some accredited online Training & Certification Providers:
  - 360training: http://www.360training.com/
  - ExpertRating: http://www.expertrating.com/
  - Lake Technical College: http://www.laketech.org/
  - American Institute of Small Business: http://www.ed2go.com/business/



Goal: "Lifelong Applied Learning" with "Certifications in weeks, jobs in months and careers within a year."

### **Contingent Workforce Focus**





Under-resourced community labor forces have a much higher ratio of contingent workers, often as high as 75%.

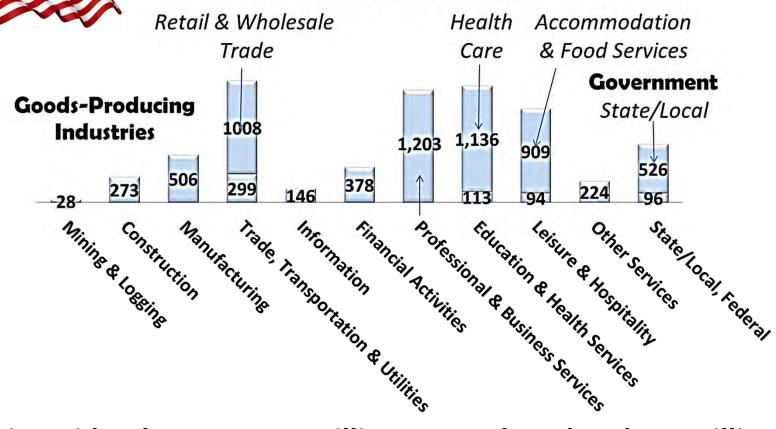
### Fill Current Job Openings



#### **6,939,000** Unfilled Jobs

Source: BLS, JOLTS Table 1, Seasonally Adjusted
Thousands (000s) of Jobs, as of **July 2018**, Retrieved **13 September 2018** 

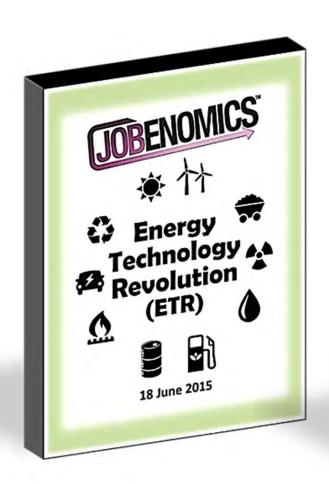
#### Service-Providing Industries



Nationwide, there are 6.3 million unemployed and 6.9 million job openings. The majority of open jobs are due to a lack of skills.

## Exploit Next-Generation Business & Job Opportunities







The ETR and NTR will create 10s of millions of new job opportunities and millions of micro and nonemployer businesses.

23



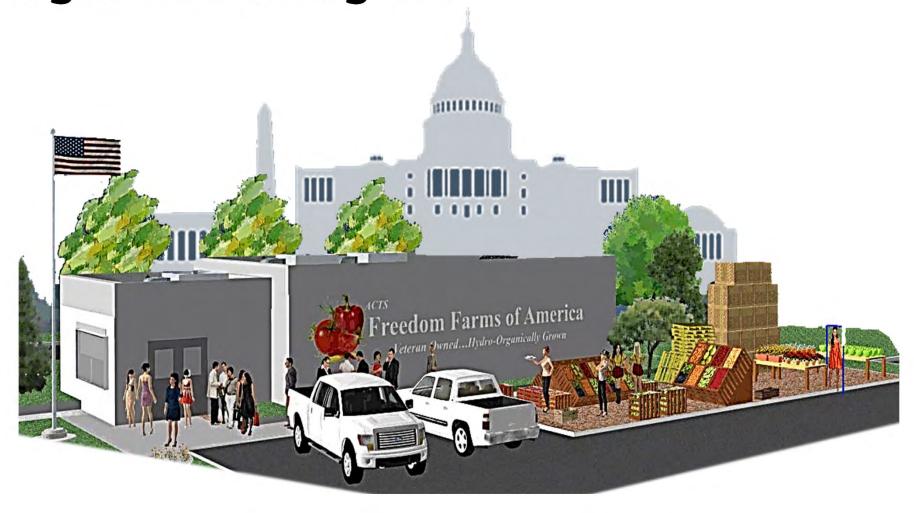
#### **Business Creation Initiatives**

#### A Combination of Quickly Implemented Turnkey Programs and Startup Businesses

- Controlled Environment Indoor Agriculture
- Urban Mining/Advanced Materials Reclamation
- Exploit Next-Generation Business Opportunities
  - Digital Economy Jobs & Digital Academies
  - Direct-Care/Remote-Care/On-Demand Care
  - Renewable Energy & Energy Services
  - Business Generators and E-Clubs
  - Experiential Tourism & Entertainment

## Jobenomics Chicago's Urban **Agriculture Program**



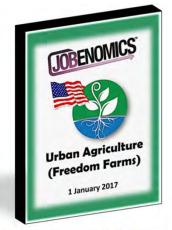


Goal is to create 25 to 50 indoor-grow businesses across the City of Chicago within the next 5-years starting in S. Austin and Englewood.

#### Jobenomics Urban Agriculture

- Team: Jobenomics is teamed with ACTS Freedom Farms of America.
- Mission: Provide a solution to food shortage through self-sustaining and supportive livework 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) train "high-tech controlled environmental agricultural farmers.









Goal: Establish 25,000 new jobs within grow centers, and another 25,000 ancillary jobs.

## Jobenomics Chicago Urban Agriculture UDBENOMICS

Chicago

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



Converted Warehouse With Controlled **Environment & Vertical Farming Systems** 



**Demand (POD)** 

Greenhouse

AG Core is the corporate team that manages and trains new recruits until they are capable of assuming the responsibility to run entire operation. **Secure Produce On** 

Each micro-farm will consist. of the land and a leased hydroponic greenhouse that will be equipped and supplied by AG Core.

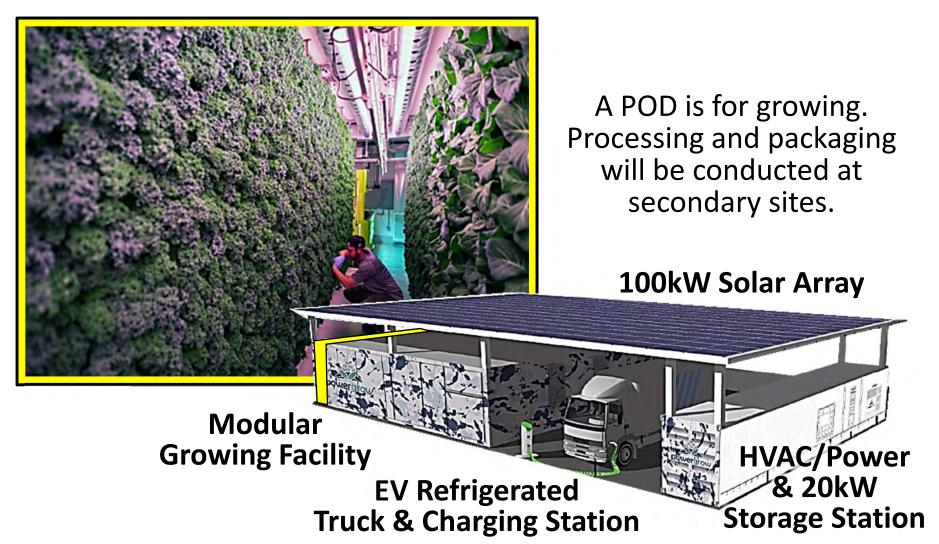
**GAP, GHP, FSMA Compliant Greenhouse** 

Base earnings will be \$35,000 to \$40,000 annually with bonuses and profit sharing upon completion of first year.

## **Produce On Demand (POD) System**



**Off-Grid Configuration** 



Produce will be harvested every 30-60-90 days depending on crops.  $_{28}$ 

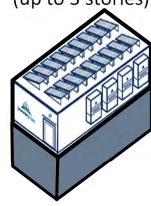
#### Live/Work/Office Units

- **Affordable Multiuse** Configurations: Home, Configuration farm, office.
- **Livable:** from 1,000sf single family to 3,000sf multi-family.
- **Environmental:** LEED certified, insulated, mold resistant, solar
- Suitable for small lots (1/8 acre) **& spaces**:



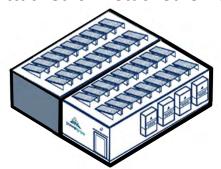
Vertical

(up to 3 stories)



Horizontal **Configuration** 

(Attached or Detached Units)







Proven



(TV Star Rick Harrison's Pawn Plaza in Las Vegas was built with the same manufactured modules as a POD)

Micro Farmer will be part of a Local LLC with profit sharing amongst all team members.

## Affordable & Sustainable Homeownership





Ideal for small to medium-sized families.

#### Affordable Local Businesses





- Year End Cash Balance: Year 1 = \$350,000, Year 2 = \$650,000.
- Indoors versus Outdoors: 5-acre comparison: Indoor is 18-times more productive, Indoor generates 50% more revenue, Indoor EBIT is 434% higher than outdoor agriculture.

Earnings Before Interest & Taxes

Significantly more efficient and cost effective than outdoor farming. $_{31}$ 







Meets Chicago's desire for affordable homes, safe communities, green eco-friendly facilities, and business/employment initiatives.  $_{\it 32}$ 

## Live/Work/Play/Retirement Complex





**Opportunity Zone Fund financing available.** 

## Opportunity Funding Available For Urban Agriculture & Affordable Homes



#### Opportunity Zones

 8,000 designated underresourced Census tracts

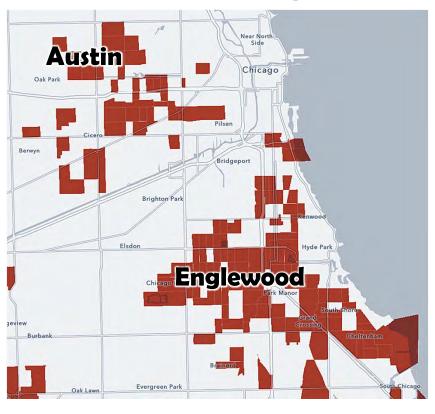
#### Opportunity Funds

 Preferential tax treatment for investment in economically-distressed communities

#### Investor Tax Benefits

- Deferral of capital gains on property and equipment.
- Elimination of all taxes on capital gains if held 10-years

#### **Chicago Opportunity Zones**

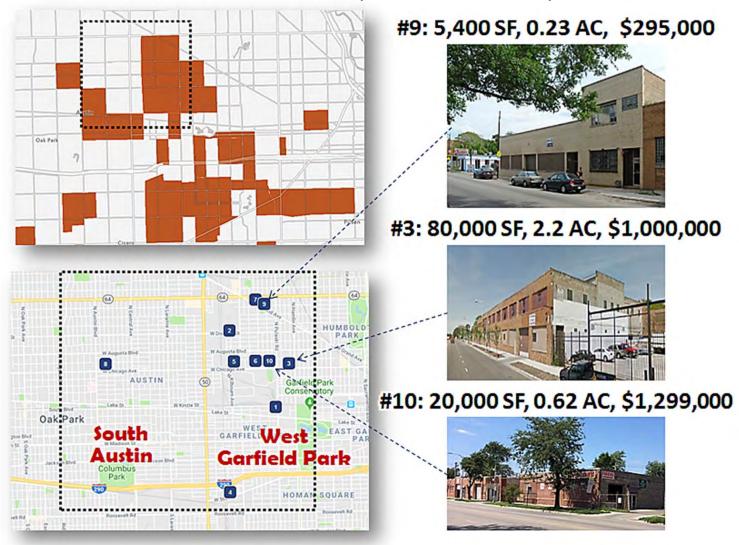


Part of the 2017 Tax Cuts and Jobs Act, Opportunity Zones promise positive social impact by driving billions of dollars in long-term investment into under-resourced communities.

# **Austin Area Examples of Locations**That Are Opportunity Zone Qualified



Initial real estate survey conducted January 2019

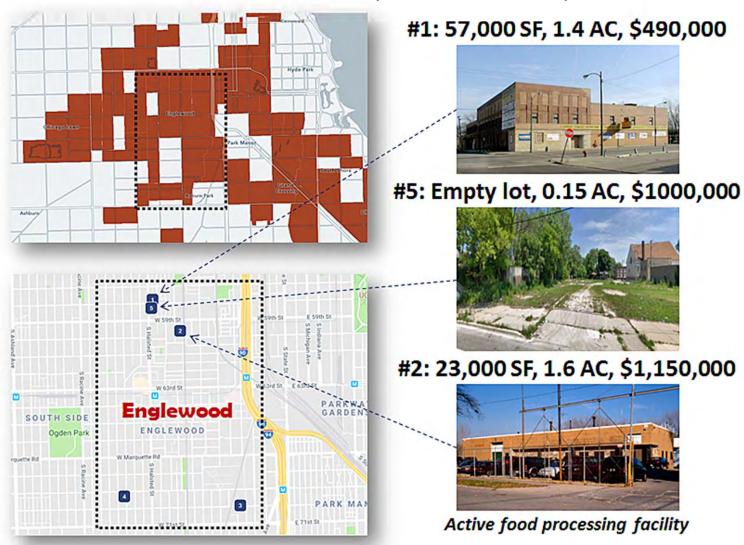


Numerous Opportunity Zone locations are available.

### Englewood Area Examples of Locations JOBENOMICS **That Are Opportunity Zone Qualified**



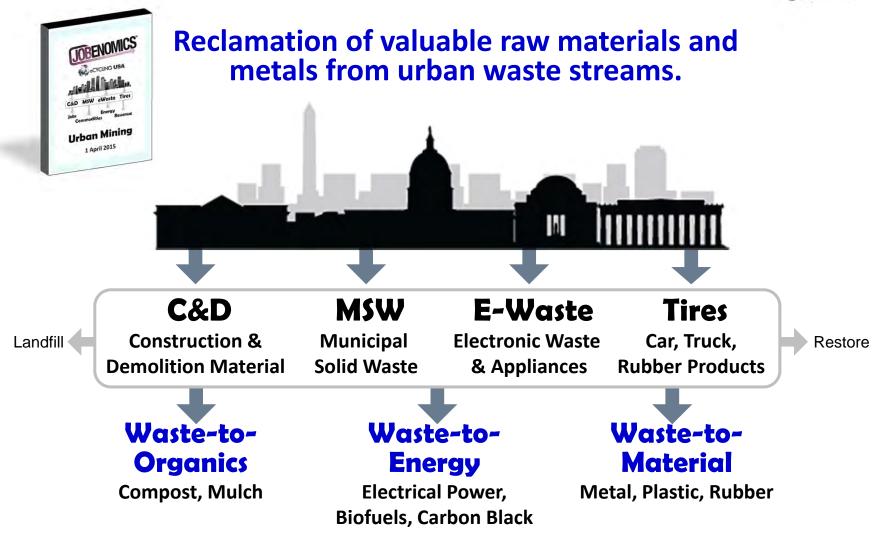
Initial real estate survey conducted January 2019



**Numerous Opportunity Zone locations are available.** 

#### **Jobenomics Chicago Urban Mining**





Urban Mining Goal: Monetize urban waste streams to produce businesses, jobs and revenues for workforce development.

#### eWaste Material Reclamation Facility







**100 Operational Sites** 

Operational within 1-year after contract award. Up to \$40 million/year profits and 200 direct jobs.

#### eCyclingUSA Profit Projections



(10 ton/hour plant operating 3 shifts)

#### For Rough Estimating Purposes Only

Feedstock: Computers, Consumer Electronics, Small and Large Applicances

Metal/Material	% of Feedstock	\$s per Metric Ton*		\$/Ton (2204 pounds)		Total \$/Year (10 ton/hour x 23 hour/day x 300 days/year)	
Iron/Steel (Fe)	40%	\$	390	\$	156.00	\$	10,764,000
Copper (85% Recovery)	5%	\$	3,923	\$	196.16	\$	13,534,764
Aluminum (Al)	10%	\$	1,587	\$	158.69	\$	10,949,472
ABS Plastics	25%	\$	1,675	\$	418.75	\$	28,893,750
Other Plastics	25%	\$	287	\$	71.75	\$	4,950,750
Computer Components	5%	\$	2,082	\$	104.10	\$	7,182,900

Source: Jobenomics, eCyclingUSA 110% Revenue\*\* \$ 76,275,636

Cost of goods sold **\$ 30,238,000** 

Operating expenses \$ 5,780,000

Net Income \$ 40,257,636 EBITDA 53%

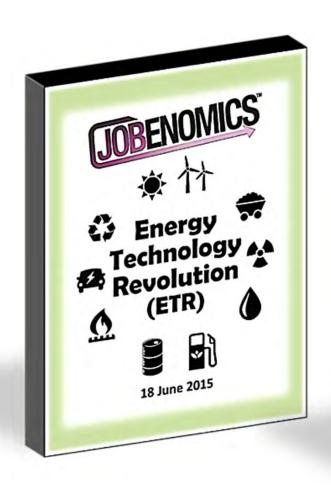
Additional income can be derived from tipping fees, grants and carbon credits. eCyclingUSA has detailed spreadsheets available.

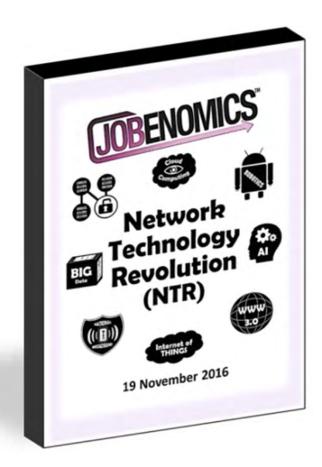
<sup>\*</sup> Scrap prices as of 21 August 2018

<sup>\*\*</sup>Does not include grants, tax incentives or tipping fees

#### **Next-Gen Business Opportunities**



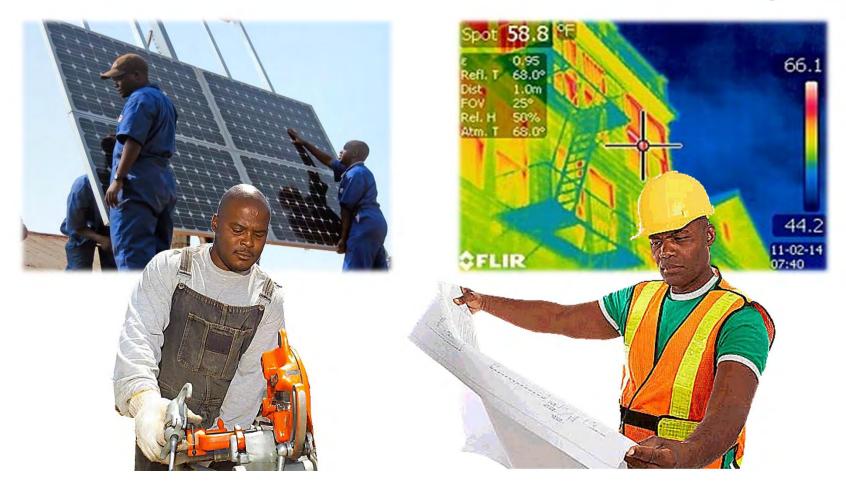




The ETR and NTR will create 10s of millions of new job opportunities and millions of micro and nonemployer businesses.  $_{40}$ 

### **Energy Technology Revolution (ETR)**





"Chicago is continuing to invest in the industries of tomorrow in order to create the jobs we need today. Leading in alternative energies supports the kind of sustainable economic development and cost savings for our homeowners and businesses that we need." Mayor Emanuel

41

### **Energy Technology Revolution**



#### The ETR Is A Perfect Storm of Energy Technologies, Processes and Systems:

Renewable Energy Sources (Biomass/Biofuels/Wood, Hydroelectric & Hydrokinetic, Wind, Solar, Geothermal, Municipal Waste), Alternative Fuels, Advanced Batteries, Advanced Vehicles (Electric Vehicles, Fuel Cells, Hydrogen Vehicles), Nuclear (Small Modular Reactors, Fusion Reactors), Coal, Conventional and Unconventional Oil & Gas (Petroleum & Other Fluids, Natural Gas, LNG & GTL, Methane Hydrates), Exotics and Yet Unknown Technologies as well as new energy services including Energy Efficiency. Energy Conservation, Energy-as-a-Service (EaaS), Energy Assurance and Security and Energy Disaster Preparedness and Recovery Services.

#### The ETR Will Revolutionize Labor Forces, Economies And Nations Via The:

Renewable energy sources, micro-grids, net-zero communities, advanced vehicles, alternative fuels, energy storage devices and smart networks will allow energy generation to occur closer to the consumer. Generating power close to the point-of-consumption eliminates cost, complexity, interdependencies and inefficiencies associated with transmission and distribution over 3-5 million miles of power lines in North America.

ETR increases efficiency of Chicago's buildings and transportation.

## Renewable Energy Businesses & Green Jobs





Net Zero Buildings & Communities Installation & Maintenance Businesses



**Energy Audit, Weatherization & Renovation Businesses** 

The Energy Technology Revolution will create millions of new micro-business opportunities, such as independent contractors.

#### **Green Jobs**



 Jobenomics-EmeraldPlanet collaboration involves bringing the world's 1,000 best green job practices to local communities.

#### **Dr. Samuel Lee Hancock**

President & Executive
Director, EmeraldPlanet
International Foundation

Creator & Host, The EmeraldPlanet TV

www.Emerald-Planet.org



#### **Chuck Vollmer**

Founder & President
Jobenomics National
Grassroots Movement
EmeraldPlanet Board
Member & Partner
www.Jobenomics.com

- Our collaboration focuses on innovative, sustainable, and resilient "green" environmental, economic and community development practices and projects around the globe.
- EmeraldPlanet is also partnered with the U.N. Economic and Social Council and The World Bank Connect4Climate Program.

Goal: sustainable environmental, economic & social development.

#### Green Business & Job Creation Programs



Examples of highly-scalable Jobenomics-EmeraldPlanet green business and job creation programs include:

- Renewable energy: solar, wind, low-flow hydro in tall buildings
- Energy Efficiency: energy audits, weatherization, renovation; LED electrical upgrading
- Aquaculture: aquaponics, hydroponics, water gardens, and salt water ecological farming
- Storm Water Abatement: urban capture, processing and retention; home-side water capture and reuse; rain gardens
- Environmental Remediation: soil, watershed and marshland remediation and regeneration
- Affordable Housing: small/tiny home construction & installation

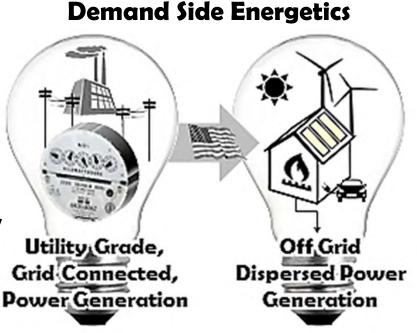
The Jobenomics-EmeraldPlanet collaboration emphasizes green microbusiness creation in under-resourced urban and rural communities.

#### **Energy Services**

JOBENOMICS Chicago

- Demand Side Energetics
- Net-Zero Communities/Buildings
- Services: "Energy's 3<sup>rd</sup> Rail"
  - Energy Efficiency/Conservation
  - Energy Assurance/Security
  - Disaster Preparedness/Recovery
  - Energy-as-a-Service (EaaS)
- Energy Technology Center







Jobenomics' Joe Sarubbi with President Obama and Mrs. Biden

## Network Technology Revolution (NTR) Chicago





The Network Technology Revolution will create 10s of millions of new business and job opportunities, especially for digital natives. 47

### **Network Technology Revolution**



## The NTR is defined by Jobenomics as a perfect storm of transformative network and digital technologies, processes, systems and services including:

Big Data, Cloud Computing, Semantic Webs, Synthetic Reality, Mobile Computing, Ubiquitous Computing, Quantum Computing, 5G Broadband, Geo-Location, Near-Field Communications and Beacons, Inductive Charging, Spatial Sensing, Computer Vision and Pattern Recognition, Natural Language Processing and Speech Recognition, Data Mining and Predictive Analysis, Machine Learning, Transfer Learning, Deep Learning, Robotics, Telepresence and Telechirs, Nanobotics, Chatbots, Mechatronics, Memetics, Biometrics, Smart Cards, Blockchains, FinTech, Multifactor Credentialing, Emotive Surveillance and Management, Identity Management, Anonymity Networks, Ambient Intelligence, Artificial Intelligence and Intelligent Agents.

#### The NTR will be both brilliantly innovative and creatively disruptive:

Creating new global jobs and businesses,

**Destroying** existing jobs and businesses,

Revamping institutions and governments,

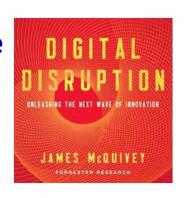
**Instituting** new and different ideas, beliefs, behaviors and cultures, and **Changing** the very nature of human endeavor and work.

The global economy will be shaped by the digital generation (Screenagers & Millennials) and the ideology of their mentors.

#### **Digital Startups**



"Digital startups are at least 100-times easier to create and have 10-times the number of innovators that can innovate at one-tenth the cost than traditional startups." (McQuivey)



- Top digital scaleup and startup platforms: Amazon (2 million third-party sellers), Apple Store (650,000 apps developers), Google, Facebook, eBay, Craig's List, unicorns and gazelles.
- Examples of digital occupations: Digital health (health care, elder care, wellness, behavior care), shared economy (Uber, Airbnb), content providers, construction, transportation, technology, and various forms of mom-and-pop firms.

Like the rest of the USA, Chicago's decision-leaders are not concentrating on the economic impact of the digital economy.

### **Digital Economy & Academies**





Electronic Commerce
Mobile Economy
Sharing Economy

Apps/Bots Economy

Gig Economy

IoT Economy

**On-Demand Economy** 

## Digital Academies



Standard economy growing at 2% per versus digital economy's 15% per year. \$124 trillion global economic impact by 2025.

#### **Direct-Care Program**

JOBENOMICS Chicago

- Direct-Care Services include:
  - Healthcare and social assistance, the fastest growing occupations in the USA.
  - Behavioral-care includes drug addition, PTSD, obesity, spousal abuse, chronic illness, etc.
  - Elder-care forecasts 17 million assisted-living bed shortfall by 2020.
  - Child-care is the single biggest cost keeping women homebound.
- Direct-Care Center would connect service providers and clients via a call and information center. The center would start home-based firms certified to provide in-home services while connected to tele-health and other providers.







Jobenomics Community-Based Business Generators would certify employees and small businesses for the Direct-Care Center.

## CLINICSTOP Micro Clinic for Diagnosis, Counseling and Direct-Care www.clinicstop.com









Ideal for pharmacies, churches, community centers that provide healthcare, social assistance, and behavioral care.

#### **Direct-Care Program Apps**



#### **Examples of On-Demand Direct-Care Programs**

- Teladoc is the largest telehealth platform with 20 million members and over 3,000 licensed healthcare professionals.
- DoctorOnDemand connects patients in minutes to board-certified doctors and therapists over live video.
- Go2Nurse is an on-demand nurse/caretaker application service.
- referralMD's standardizes referral network communication between primary care physicians and specialists.
- American Well is a complete telehealth service for healthcare companies, employers, or delivery networks.
- MDLive's telemedicine system offers a patient experience, a provider experience, and a call center.
- SnapMD is virtual care management system with a patient interface, a provider interface and an administrative back-end.

Healthcare facilities are moving away from centralized in-patient and ambulatory care to on-demand direct-care at the point-of-need.

53

#### Healthcare & Social Assistance



Healthcare and Social Assistance are the fastest growing U.S. occupations. 4 million new jobs, or 40% of all new jobs, are projected next decade. Most do not require college degree.

College Degree	Occupation	Number of U.S. Jobs In 2014	Number of New Jobs	Growth Rate
No	Personal care aides	1,768,400	458,100	26%
Yes	Registered nurses	2,751,000	439,300	16%
No	Home health aides	913,500	348,400	38%
No	Nursing assistants	1,545,200	267,800	17%
No	Medical assistants	591,300	138,900	23%
No	Medical secretaries	3,976,800	118,800	3%
No	Licensed practical and licensed vocational nurses	719,900	117,300	16%
Yes	Physicians and surgeons	708,300	99,300	14%
Yes	Physical therapists	210,900	71,800	34%
No	Childcare workers	1,260,600	69,300	5%
No	Dental assistants	318,800	58,600	18%
No	Emergency medical technicians and paramedics	241,200	58,500	24%
No	Medical and health services managers	333,000	56,300	17%

Jobenomics skills-based training and certification programs can mass-produce home-based self-employed Direct-Care businesses. 54

# Jobenomics Community-Based Business Generator (JCBBG) Concept



#### A JCBBG mass-produces startup businesses by:

- Working with community leaders to identify high-potential business owners and employees,
- Executing a due diligence process to identify and assess work, social skills and aptitudes,
- Training and certifying participants in targeted occupations,
- Incorporating highly-scalable small and self-employed businesses,
- Establishing sources of funding and contracts to provide a consistent source of revenue for new businesses, and
- Providing mentoring and back-office support services to extend the life span and profitability of new businesses.

Most cities have Business Incubators and Business Accelerators, but not Business Generators for low-income citizens.

#### Jobenomics Community-Based **Business Generator Process**



Labor Pool of People Interested In Workfare



Top Candidates Selected By Selected, 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

Jobenomics is working with several dozen communities to create business generators to mass-produce startup businesses.

# 9,000 Online Skills-Based Training And Certification Programs



- For many unemployed and sidelined inner-city citizens, earning a college education is not realistic.
- Skill-based training programs can provide citizens with federally- accredited skills within weeks to months.
- Some accredited online Training & Certification Providers:
  - 360training: http://www.360training.com/
  - ExpertRating: http://www.expertrating.com/
  - Lake Technical College: http://www.laketech.org/
  - American Institute of Small Business: http://www.ed2go.com/business/



Goal: "Lifelong Applied Learning" with "Certifications in weeks, jobs in months and careers within a year."

### Club E, Digital Academies & ECentrs



- Club E Atlanta is an entrepreneur empowerment center
  - Public/private partnership with the City of College Park
  - Training, certification and startup business center
  - Co-working facility (hi-tech, offices, conference center, café)







Club E Startups

















- ECentrs is a next-generation co-work space company
  - Raising capital from Opportunity Funds
  - Expanding to other cities

**ECentrs want to create several E-Clubs in Chicago.** 

### **Sources Of Funding & Support**



#### Startup Capital & Support

- Federal and State Funding
- Government bonds and grants
- Corporate sponsorship
- 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

The Jobenomics Chicago team is now talking to various investor communities who may be interesting in supporting this initiative or individual projects.



#### **Contact Information**

Charles D. Vollmer "Chuck", Jobenomics Founder and President of the Jobenomics National Grassroots Movement, 703-319-2090, cvollmer@jobenomics.com, www.Jobenomics.com

Dr. Dorrelle L. Burnett, Jobenomics Chicago Team Leader and CEO of Chicago-based CFCI Foundation, 312-890-1988, dorrelle@cfcifoundation.org, www.cfcifoundation.org

Willie Woods Jr., Jobenomics Chicago, (630) 263-3353, wtwoodsjr.2@gmail.com