



Jobenomics Arizona-Sonora Navigation Centers Proposal

11 April 2021

To: **The Honorable Doug Ducey**, Governor of Arizona

For: **Juan Ciscomani**, Governor Ducey's Senior Advisor for Regional and International Affairs and Vice Chairman of Arizona-Mexico Commission

By: **Charles D. "Chuck" Vollmer**, Jobenomics Founder & President (Washington, DC Metro)
Eduardo "Eddie" Othon, Jobenomics Emerging Markets Director (Sahuarita, Arizona)
James Walls, Sprung Structures Senior Manufacturers Representative (Calgary, Alberta, Canada)

The Jobenomics-Sprung alliance¹ proposes constructing and implementing, within 90 to 120 days, **Navigation Centers** in Arizona and Sonora to handle the massive influx of SW border refugees and provide an alternative to harmful US catch-and-release practices. Today's unsupervised catch-and-release methods often result in undocumented immigrants seeking refuge in underserved and under-resourced Arizona communities that can ill-afford more unemployed people. Those without skills or indebted to coyotes/cartels often have to join gangs and criminal enterprises to survive. Moreover, Arizona is legally required to provide care for all unaccompanied children until they are released to a suitable sponsor while they await immigration proceedings.

Given current trends, the refugee and immigration crisis on the Southwestern border could evolve into a border conflict that would put \$18 billion worth of Arizona-Mexico trade and 228,000 USMCA jobs at risk.² Vigilantism is already on the rise on the SW border from Texas to California. Arizona Border Recon (a paramilitary group composed of former military, law enforcement, and private security contractors³) vigilantes view themselves as a justifiable counterbalance to cartels and criminals since U.S. government agencies lost control of the border.

In March 2021, SW border refugee encounters reached a historical high at 172,331 apprehensions, 500% higher than in March 2020.⁴ At the current encounter rate, over 1.9 million immigrants could illegally enter the USA this year. Experts estimate that an equal number of so-called "got-ways" enter undetected for every documented US Customs and Border Protection (CBP) encounter. New navigation (processing, vetting, and placement) and detention (confinement and deportation) facilities are needed to free CBP agents from caretaking detainees return them to their primary mission of "securing the nation's borders and facilitating international travel and trade."⁵

In March, there were 31,644 CBP apprehensions at the Yuma and Tucson sectors.⁶ At this rate, CBP agents will likely apprehend as many as 350,000 refugees on the Arizona border this year. Catching and releasing this amount of unsupervised people (the size of Peoria and Tempe combined) in Arizona would bankrupt the state.

¹ Jobenomics (<https://jobenomics.com/>) focuses on mass-producing startup and sustainable careers. Sprung Structures (<https://www.sprung.com/>) specializes in "immediate building solutions" for industrial and non-industrial applications that can be operational within weeks of contract award. Today, 13,000 Sprung Structures are in 110 countries.

² Ten with Palm interview with Juan Ciscomani, Senior Advisor to Arizona Governor Ducey, 19 October 2020, <https://www.facebook.com/watch/?v=3272528446179098>

³ Arizona Border Recon, <https://www.arizonaborderrecon.org/>

⁴ U.S. Custom and Border Protection, Southwest Land Border Encounters, 172,331 March 2021 versus 34,460 March 2020, 9 April 2021, <https://www.cbp.gov/newsroom/stats/southwest-land-border-encounters>

⁵ U.S. Custom and Border Protection, <https://www.cbp.gov/newsroom/stats/cbp-enforcement-statistics>

⁶ U.S. Custom and Border Protection <https://www.cbp.gov/newsroom/stats/southwest-land-border-encounters/usbp-sw-border-apprehensions>

Since Washington politicians are hesitant to stem the tide, Arizona desperately needs to quickly implement Navigation Centers to evaluate, relocate or repatriate refugees to localities outside Arizona.

A Navigation Center will (1) provide safe accommodation and food services, (2) administer with medical and social assistance services, (3) conduct skills-based assessments to find USMCA employment opportunities for adult persons granted asylum; (4) assist reuniting unaccompanied children with biological parents or arranging for foster care; (5) work with other states (US and Mexico) and provinces (Canada) to build receiving centers for displaced persons who receive temporary asylum or work permits; and (6), as allowed by law, equip refugees with biometric RFID cards so that E-Verify employers can validate the identity and employment eligibility of prospective workers. Navigation Centers will be a gateway to other USMCA receiving and placement centers.

Arizona might need multiple specialty Navigation centers for different groups, like unaccompanied minors who require special care. Separate medical cantonments for contagious diseases and new detention centers for deporting denied-entry individuals and captured got-aways will be necessary. Note: Navigation Center facilities could double as detention facilities if needed.



In 2020, the world's two richest men used Sprung Structures for their flagship efforts. Jeff Bezos' state-of-the-art, 225,000-sf, Blue Origin (aerospace and spaceflight company) Headquarters was operational in 11-months. Elon Musk's new Tesla 140,000-sf assembly line was ready in 3-weeks. Sprung constructed and erected in 90 days ten 14,000-sf bed facilities for the U.S. Immigration & Customs Enforcement (ICE) Willacy County Processing Center in Texas with a capacity of 3,106 detainees.

Navigation Centers offer services that are not common with detention centers. Thus, we recommend education and training centers, conference centers, computer labs, sports and entertainment facilities, and convenience stores in addition to accommodation and foodservice facilities.



Sprung offers a variety of telehealth-equipped healthcare and medical facilities that can be operational in months. Jobenomics can provide a wide range of treatment measures for infectious diseases, including coronaviruses, HIV/AIDS, tuberculosis, sexually transmitted infections, hepatitis, and mosquito-borne illnesses common in tropical Latin America. Jobenomics can also provide vaccinations, test kits, and diagnostic equipment, including a Mobile Level-2 Biosafety Lab for highly contagious epidemics like COVID-19 mutations.

Since Arizona is legally responsible for unaccompanied children, it is essential to address the most lethal communicable diseases in children (measles, whooping cough, tetanus, polio, diphtheria, and tuberculosis)

before being integrated into American society. Temporary orphanages will be required until these children are cleared medically for transfer to other locations. To the maximum extent possible, these facilities should not look like military compounds to avoid negative press exposure, like the recent "glass cages" coverage.



According to HHS Secretary Mayorkas and Arizona Senator Sinema, Arizona will serve as a new migrant children location using soft-sided facilities in the Tucson and Yuma sectors. The facilities will be like those built last month in Donna, Texas (shown above).⁷ While these facilities are adequate, they are not as attractive, deployable, or convertible as our Sprung immediate building solutions. Plus, Sprung Structures offers a lease-to-buy option with one to five-year terms.

As shown below, Sprung facilities are highly deployable. Several years ago, Sprung shipped an operational 8-acre (approximately 350,000 square feet) indoor greenhouse complex 2,350 miles from Calgary to Newfoundland. Sprung facilities are also highly versatile. Over the last three decades, a Sprung facility in Utah had three different lives (ski resort conference center, public works vehicle maintenance facility, and district school bus facility) in three separate locations.



⁷ Arizona News, Facilities for migrant children and families coming to Arizona, officials say, 17 March 2021, <https://www.abc15.com/news/state/facilities-for-migrant-children-coming-to-arizona-officials-say/>



When this immigration crisis subsides, Arizona could repurpose and deploy Navigation Center structures to other Arizona locations like Federally Designated Opportunity Zones that are, by definition, under-resourced and underserved communities.

Jobenomics has excellent relationships with NGOs, PVOs, and Faith-Based institutions that can conduct "last mile" operations for qualified Navigation Center workers and foster facilities for unaccompanied minors. In June 2016, a Jobenomics Phoenix team attempted to launch a Jobenomics Workforce Reentry Center (JWRC) program to create startup businesses and jobs for returning citizens, gang members, and at-risk youth. Jobenomics designed the JWRC to provide rigorous background checks and due diligence processes before inducting candidates into skills-based training and certification programs. Similarly, the Arizona Navigation Center would concentrate on evaluating (medically, criminally, and workforce skills) the estimated 25,000 CBP monthly adult apprehensions now occurring on the Arizona border (Yuma and Tucson sectors).⁸

According to the FBI's National Gang Intelligence Center, gang activity is a growing and ever-evolving problem in the United States, especially in cities like Phoenix and Tucson. Cross-border gangs are a significant threat to the southwestern states, with Phoenix serving as a central hub for distribution and sales of narcotics, human trafficking, kidnapping, and lethal violence. Drug cartels and adult gangs target children because of their vulnerability and susceptibility to recruitment tactics, their likelihood of avoiding harsh criminal sentencing, and the pressure imposed on them to engage in violence. The Arizona Navigation Center can help steer vulnerable refugees and migrants away from these illicit activities.

Our Navigation Center concept focused on channeling refugees with temporary asylum to Latino communities and Hispanic-owned businesses. The U.S. Hispanic population reached a record 61 million in 2019 and is the second-largest demographic following white non-Hispanics. Between 2010 and 2019, Latinos accounted for about half (52%) of all U.S. population growth.

During a conversation between Margarita Zavala de Calderón (former Mexico First Lady and presidential candidate) and Chuck Vollmer at Los Pinos (Mexico's presidential residence), she predicted that 50% of all Americans would be Hispanic or married to a Hispanic by 2050. Whether this prediction comes to fruition, the USMCA, North American, and Western Hemisphere Latino community is a dominant domestic and international force that is attentively watching how America handles these unfortunate and often victimized refugees.

Jobenomics recommends instituting a Sonora Navigation Center to facilitate cross-border activities and coordinate with other Mexican states and Latin American countries. Dual Arizona-Sonoran Navigation Centers will help beleaguered refugees and immigrants and mitigate political, economic, and cultural problems before they reach a crisis level. As currently envisioned, a significant percentage of Sonorans would work at the Arizona site and vice versa.

Governors Ducey and Pavlovich came into office about the same time and share similar philosophies. Moreover, both enthusiastically support the Arizona-Mexico Commission and the Comisión Sonora-Arizona (counterpart commissions with 16 committees ranging from emergency management to agriculture (58% of all Arizona's agriculture exports go to Mexico through Sonora), to trade, economic development, and tourism. Today's border crisis qualifies as an emergency management challenge that is likely to worsen in the foreseeable future.

⁸ U.S. Border Patrol Southwest Border Apprehensions by Sector, <https://www.cbp.gov/newsroom/stats/southwest-land-border-encounters/usbp-sw-border-apprehensions>

Being the first female governor of Sonora, Governor Pavlovich would be a strong partner against real or perceived human-rights and human-trafficking abuses against women and unaccompanied minors — a popular and inflammatory theme of activist journalists and media outlets. Governor Pavlovich's support would be invaluable to mitigate cartel, vigilante, or other nefarious third-party activities that could lead to border skirmishes or an outright border war.

In the spirit of the USMCA and considering the Sprung Structures (an Alberta headquartered multinational corporation) partnership, the Premier of Alberta (aka Governor) Jason Kenney might be encouraged to participate at some level. From 2008 to 2013, Kenney was Canada's Minister of Citizenship, Immigration, and Multiculturalism (2008-2013) and was responsible for Discover Canada, a new citizenship guide for prospective citizens, and an overhaul of the Canadian refugee system that led to the resettlement of 14,500 UN-selected refugees from refugee camps and urban slums to Canada.

A humanitarian partnership of three USMCA governors (Ducey, Pavlovich, and Kenney) would be a political, security, and economic trifecta. The amount of international and Latino community goodwill could be significant.

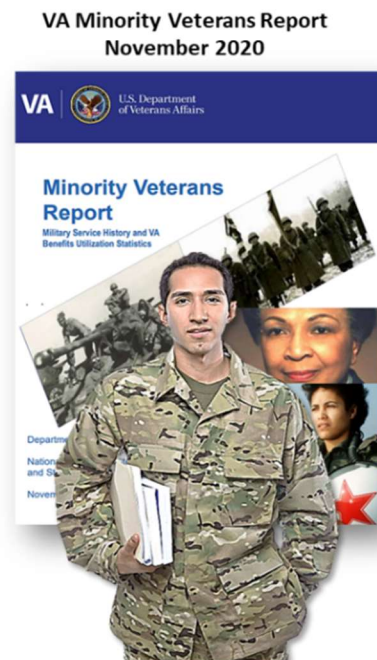
To the maximum extent possible, Jobenomics will use veterans and former first responders to manage, train and secure the Arizona Navigation Center. There are 1.3 million Hispanic U.S. veterans. Arizona has 488,061 veterans, not including active duty and national guard personnel. Hispanics are the fastest-growing population in the U.S. military, representing over 16% of all active-duty personnel and 14% of all senior enlisted (E-7, Master Sergeant) non-commissioned officers. In addition to veterans (retired and otherwise), Jobenomics would add retired CBP agents, first responders, and EMTs to the Navigation Center management team.

According to the VA Minority Veteran Report, vets have proven service expertise and skills. Over one-third of veterans work in management, professional, or other related occupations suitable for our proposed program. More importantly, retired non-commissioned officers know how to transform at-risk youth and young adults into fully functioning soldiers, sailors, marine, and airmen within months.

The Jobenomics-Sprung team is currently working in a half-dozen American communities (cities and counties) to create Veteran Owned Live-Work Communities financed via VA-backed business and home loan programs. Jobenomics recommends incorporating our veteran-owned business program as part of the overall Arizona Navigation Center effort.

The Jobenomics Veteran Owned Business Program will maximize the number of Arizona veteran-owned businesses. According to the latest Census Bureau of Business Owners, Arizona had 46,780 veteran-owned firms (9.4% of all Arizona firms) employing 171,886 people with total annual receipts of \$21 billion. As a percent of total U.S. state sales, Arizona's veteran-owned firms produce 4.3% of Arizona's total sales.

A Navigation Center could generate numerous veteran-owned startup firms (from management to logistics support). The SBA Veterans Advantage program allows up to \$5 million for these kinds of startup businesses. Additionally, the VA-backed Veteran Multifamily Building Loan program allows qualified vets (most of Arizona vet-owned firms would qualify) for up to \$1 million loans to build affordable multifamily (fourplex) dwellings.



Project Director and Contact Information:

Eddie Othon will be the Jobenomics Arizona-Sonora Navigation Center Project Director, for which he is well-suited and qualified. He was Assistant Program Director at the Southwest Keys Unaccompanied Minors Shelter in Tucson, licensed for 300 children and 300 staff. Most importantly, he is known and trusted by Arizona Governor Ducey's Senior Advisor for Regional and International Affairs. Eddie is a Sonoran-borne American citizen with dual passports and companies in each country. As the Jobenomics Director for Emerging Markets, he is the Founder's right-hand person dealing with startup chapters in South America, Middle East, and Africa. Having lived in Tucson and Phoenix, the Jobenomics Founder, Chuck Vollmer, is willing to participate to the extent needed to establish a coalition of NGOs, PVOs, and non-profit entities to support this endeavor.

Please contact Eddie Othon if interested in taking the next step in developing a detailed Jobenomics presentation and proposal. If you are only interested in acquiring Sprung Structures, James Walls will be your primary point of contact. Eddie Othon will contact you shortly regarding your initial response to this proposal.



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About Jobenomics

Jobenomics specializes in mass-producing local startup businesses and sustainable jobs in underserved and under-resourced communities. The Jobenomics National Grassroots Movement has reached an estimated 30 million people via national media, Jobenomics TV, website, blog, and lectures. As a result of this exposure, Jobenomics' unique economic, community, business, and workforce development activities gained international recognition. Dozens of cities and regions in North and South America, West Africa, and Arabia implemented Jobenomics Chapters. To meet local citizens' immediate needs, Jobenomics formed partnerships with leading companies and institutions to create a wide variety of highly scalable startup programs that could quickly mass-produce new locally-owned and operated startup businesses.

About Sprung Structures

Sprung Structures, established in 1887, specializes in "immediate building solutions" for industrial and non-industrial applications that can be operational within weeks of contract award. Today, 13,000 Sprung Structures are in 110 countries. Sprung structures are designed to be adapted and reused. They may be disassembled, reconfigured, or expanded and relocated for another application. No demolition is required, and no waste goes to the landfill. As a fast, reliable alternative to conventional construction, a Sprung structure dramatically reduces construction timelines. Each system arrives at our client's site prefabricated, eliminating substantial waste associated with traditional construction.