



GREATER WORKS
COLLABORATIVE, INC.
INSPIRING NEW THINKING



OVERVIEW OF PROGRAMS

- *National Small Business Week*
- *Small Business Operations Workshop*
- *Greater Works Collaborative, Inc.*
- *A Practical Session focused on Improving Business Operations for Small Businesses of Various Stages*



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AXOM
DEVELOPMENT COMPANY





PROGRAM OVERVIEW

Inspiring New Thinking and Empowering Communities:

We foster new ways of thinking and empower communities to thrive by providing essential resources and promoting collaboration. Our approach encourages active participation, transparent communication, and consensus-building to address complex challenges effectively.

»»»»» **Holistic and Impact-Driven Approach:** We believe in a holistic approach that integrates social justice with environmental responsibility. Our team delivers impactful solutions by leveraging past project knowledge to achieve a significant improvement in project completion speed. We're committed to tackling New York's most pressing social and environmental issues. By analyzing data and identifying key metrics, we provide targeted solutions that bridge these disparities.

Subject Matter Expertise for Measurable Impact: AJ Solutions, Axom Development, and OCM Management Consultants bring a unique combination of lived experience and technical expertise to address New York's pressing issues. Our collective knowledge spans innovation, sustainable infrastructure, workforce development, and mental health and disability services, enabling us to make an immediate and meaningful impact.

»»»»» **Award-Winning Leadership:**

Our initiative is led by a dynamic team of award-winning leaders:

Amanda Jackson-Jacobs brings more than two decades of corporate leadership experience in Fortune 500 companies across the technology, healthcare, energy, academia, manufacturing, and oil and gas sectors. Her global expertise in program and project management, productivity optimization, continuous improvement, and quality assurance empowers cross-functional teams, dismantles silos, and inspires actionable outcomes.

Dr. Jimmy Jones has successfully led five U.S. Department of Energy grant development proposals focused on clean energy alternatives. He has served as Chair of Technology and Critical Infrastructure for Alabama's Black Belt region under the United Nations and authored peer-reviewed research on energy-efficient facility upgrades and deferred maintenance strategies.

Dr. Oliver Miller brings over 20 years of experience in product development, information technology, internal audit, compliance, IT risk management, and governance. His work spans the aerospace and defense, healthcare, public, and consumer sectors. He has led extensive technology-enabled business process and risk reviews and currently holds active security clearance with the U.S. Department of Defense.

Ms. Jackson and Dr. Jones were recognized for their leadership in the White House-awarded Tensas Water District Smart Water Meter Integration Pilot Project. Together, this leadership team brings more than 25 years of experience in higher education, having taught at institutions including Rochester Institute of Technology, SUNY Brockport, SUNY Geneseo, Jackson State University, and Southern University.

Their collective experience, academic contributions, and technical mastery position this team to deliver transformative outcomes for communities across New York State.



COLLABORATIONS

The Power of Partnerships



CONVERSATIONS
COLLABORATIONS
COLLECTIVE IMPACT



PROGRAM PRIORITIES

SUSTAINABLE INFRASTRUCTURE
The Future of Workforce Development

DIGITAL LITERACY
Bridging the Digital Divide

ENTREPRENEURSHIP



About Greater Works Collaborative, Inc.

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Greater Works Collaborative Inc. (GWC) is committed to offering rehabilitative, supportive, and collaborative services to justice involved individuals, their families and the community. Our primary goal is to reduce re-arrest, recidivism, and new crimes, while enhancing societal participation, workforce development, and community safety. We achieve this mission through comprehensive training programs in the following service areas:

Reentry Prep: Providing coaching for life and business success and effective communications.

Entrepreneurship: Offering workforce and professional development opportunities.

Technology Certifications: Delivering training in digital literacy, Microsoft Office Suite, computer repair, computer network, and computer security.

Environmental Sustainability: Covering areas such as agriculture (hydroponics, aquaponics, soil cultivation), clean water, sanitation (water testing, sanitary sewer overflows, lead pipe removal), clean energy (decarbonization alternatives, preliminary planning, recommendations), and innovation (broadband deployment, smart water meters, flow meters, waste removal)

How are we improving GWC's business operations?

COLLABORATIONS - The Power of Partnerships

Collaboration in job training for justice-involved individuals, particularly in fields like Technology (IT), Sustainability and entrepreneurship, offers significant benefits for both individuals, their families and the broader community. By uniting various stakeholders, including justice agencies, workforce development programs, and community organizations, these efforts can create a more supportive and effective ecosystem for individuals transitioning back into society.

Collaboration is not part of what we do – it is in addition to our normal work.





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COLLECTIVE IMPACT

The Power to Move Mountains

About Greater Works Collaborative, Inc.

The Collective Impact model is a framework for addressing complex social problems through cross-sector collaboration, focusing on a shared vision, common measurement, and mutually reinforcing activities. It involves diverse organizations working together with a shared agenda, shared measurement, and continuous communication, often with the support of a dedicated & backbone organization. For ultimate change we must achieve collective impact. Collective impact improves our work operations because it is what we do, not in addition to what we do

How do we improve and move from JUST collaboration?

COLLABORATION > CONVERSATIONS > COLLECTIVE IMPACT

We must start with collaboration to begin the conversations. We can not reach Collective Impact without collaboration and collaboration can exist without reaching Collective Impact.

GWC's ultimate operational goal as a small business is to achieve Collective Impact!





COLLECTIVE IMPACT

The Power to Move Mountains

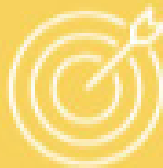
FIVE CONDITIONS OF COLLECTIVE IMPACT

1 | BACKBONE SUPPORT



Creating and managing collective impact requires a separate organization(s) with staff and a specific set of skills to serve as the backbone for the entire initiative and coordinate participating organizations and agencies.

2 | COMMON AGENDA



All participants have a shared vision for change including a common understanding of the problem and a joint approach to solving it through agreed upon actions.

3 | MUTUALLY REINFORCING ACTIVITIES



Participant activities must be differentiated while still being coordinated through a mutually reinforcing plan of action.

4 | SHARED MEASUREMENT



Collecting data and measuring results consistently across all participants ensures efforts remain aligned and participants hold each other accountable.

5 | CONTINUOUS COMMUNICATION



Consistent and open communication is needed across the many players to build trust, assure mutual objectives, and create common motivation.



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BRIDGING THE DIGITAL DIVIDE



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BRIDGING THE DIGITAL DIVIDE

Microsoft Certification Levels



Relative Microsoft Courses





BRIDGING THE DIGITAL DIVIDE

Digital Literacy & CompTIA Certifications

The CompTIA Career Pathway

Find The Path For You

INFRASTRUCTURE PATHWAY





PRISON & ENTREPRENEURSHIP PROGRAM

Prison Entrepreneur Programs

Empowerment through Education

- 70% reduction in reoffending rates due to business education.
- 85% of participants reported feeling more prepared for post-release life

Business Acumen Development

- Participants' businesses showed a 30% increase in revenue in Year 1.
- 92% of inmates developed enhanced problem-solving skills.

Confidence and Self-Efficacy

- 88% of participants reported improved self-confidence.
- 95% expressed a positive shift in their long-term outlook.

Reduced Recidivism

- Participants engaged in entrepreneurial ventures are 50% less likely to reoffend.
- \$2 million saved annually in correctional costs.

Community and Networking

- 65% of participants formed lasting business connections.
- 81% reported a stronger sense of community support.



PRISON & ENTREPRENEURSHIP PROGRAM

Entrepreneur Incubator Programs

Holistic Skill Development

- 40% increase in successful business launches compared to non-participants.
- 87% developed proficiency in critical business areas.

Real-World Experience

- 75% of startups launched from incubators sustained for 3 years or more.
- 95% reported a better understanding of market dynamics.

Access to Resources

- Incubator-supported startups attracted \$1.5 million in funding on average
- 78% of participants accessed new funding sources.
- 82% of entrepreneurs demonstrated improved adaptability and problem-solving.
- 90% reported higher levels of resilience and determination.

Networking and Collaboration

- 67% established partnerships with experienced mentors. Collaborative ventures resulted in a 25% increase in revenue growth.
- 55% of incubator graduates initiated community-oriented projects.
- \$3.8 million contributed to local economies through these projects.



MEET OUR TEAM

Collaborative Partners



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Amanda Jackson-Jacobs

MBA | PMP | LSS | BB | ASQ | CQA | CFOT, CFOS/T/S/H/O



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Dr. Jimmy Jones, Jr.

PhD | MBA



Dr. Oliver C. Miller

Dr..Eng. | MBA | M.S.I.E. | SSCP



THANK YOU



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