It’s after midnight. Is it a weekend? Do you know where your entrepreneurs are?

Acknowledging the ROI challenges of publicly and privately funded venture incubators and business accelerators; truth be known.

Addressing essential return on investment, one entrepreneur at a time.
Since 2015, leading what is collectively known as ENCLAVE; the foundation, community, and building

Since 2005, leading Hillview Partners, a network of independent subject matter experts

Since 1974, formerly President of five tech-based B2B and B2C nationwide service companies:

- **Chicago Title Credit Services, Inc.**, Chicago
  Consumer and commercial credit data aggregator (i.e., “big data” for banks and others)

- **CreditComm Services** LLC, Fairfax, Virginia (D.C. area); now known as Intersections Inc.
  Consumer credit data services, predictive analytics modeling, and marketing services

- **Market Access Resources Corp.**, New York and Springfield, Virginia
  Consumer credit data services, predictive analytics modeling, and marketing services

- **Group Concepts Capital Corp.**, New York
  Consumer credit data services, predictive analytics modeling, and marketing services

- **ETX Corporation**, New York
  Electronic publishing and editorial services; mostly for Wall Street-types of information

Decades of volunteer leadership in entrepreneurship education, the arts, and faith communities

Duquesne University and Columbia University, majored in journalism and mass communications
50+ Years of Perspective

Leading Venture Teams in Pittsburgh, New York City, Fairfax, Virginia, Southern California, and Chicago
The Free Enterprise Way-of-Life from 1919-2019 | One Century of Entrepreneurship Education
The Entrepreneur Mind

Unrestrained curiosity

Childlike wonder (n.b., not childish)

Unconventional insight

Purposefulness

Innovativeness

Persistence

Passion . . . More! Much more!

Ideas for thinking deeper, wider, and higher . . .
Welcoming Entrepreneurs

MidEngland™ USA 2026

Twelve U.S. Midwestern States have Approximately the Same Population as the United Kingdom, 65 Million People
Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin

Forging Strategic Alliances with:

England
Scotland
Ireland
Wales

Members of the British Commonwealth of Nations:

Australia
Canada
New Zealand
South Africa
A word about ENCLAVE offers context for today’s bold representations and recommendations.
It’s after midnight. Is it a weekend? Do you know where your entrepreneurs are?

Acknowledging the ROI challenges of publicly and privately funded venture incubators and business accelerators; truth be known.

Addressing essential return on investment, one entrepreneur at a time.

ILCMA 2019 | Summer Conference
Thursday 6 June 2019 | 2:15 – 3:30 P.M.
Session 1: Are Startup Incubators Becoming Incinerators for Municipal Money? Leading Your Community Down a Brighter Path, One Entrepreneur at a Time

John R. Dallas, Jr.
Co-Founder and CEO
ENCLAVE for Entrepreneurs Foundation Inc.
If your community has 30,000 residents, you have only 90 people each year who will open new businesses; 3 out of every 1,000; 0.3% of your population.

Do you know who they are? Do you know how to find them? Once you find at least 45 of the 90, what would you do to support their upside socioeconomic potential for your community? Keep these thoughts top-of-mind.
For well over 100 years, entrepreneurship educators still struggle to keep it all appealing, and to “keep it real.”
Why?
Socioeconomic Logic
New entrepreneurs create new ventures.

New ventures create net new jobs.

New ventures and new jobs create new tax revenue, new charitable contributions, new consumer spending, and new levels of individual and household sociopsychological stability.
From a businesslike return-on-investment (ROI) point-of-view . . .

Incubators don’t work.
From a businesslike return-on-investment (ROI) point-of-view . . .

Accelerators don’t work.
From a businesslike return-on-investment (ROI) point-of-view . . .

Politics can get in the way of clarity about ROI for incubators and accelerators.
Politicians and government employees are evaluated by how they spend money.

Entrepreneurs and business people are evaluated by how they generate more money.
From a businesslike return-on-investment (ROI) point-of-view . . .

Mentorship alone **doesn’t work.**
Classes, degrees, certificates, awards, and other venture-centric entrepreneurship education elements fall short of defensible return-on-investment (ROI) criteria of many types.
- Starting a business
- Opening a business
- Launching a business
- Scaling a business
- Selling a business
Political leaders without direct experience as entrepreneurs, or without any entrepreneurs as family or friends, may be missing some of the human aspects of entrepreneurship.
It’s after midnight. Is it a weekend? Do you know where your entrepreneurs are?

Acknowledging the ROI challenges of publicly and privately funded venture incubators and business accelerators; truth be known.

Addressing essential return on investment, one entrepreneur at a time.
As we rightly think (and worry a bit) about artificial intelligence ("AI"), we must also talk about improving efficiency of human intelligence.

Applied metacognition is the core of ENCLAVE’s pedagogical rubric for facilitating adult and younger-age learning.
The entrepreneurial mindset is replaced with “the un-set entrepreneur mind.”
Entrepreneurs
Intrapreneurs
Interpreneurs
Entrepreneurs welcome **reinventing their ability to learn**. With applied metacognition as the core pedagogical rubric of ENCLAVE’s coursework and coaching, the entrepreneur mind emerges as “**intelligence having fun**;” learning to invite and harvest serendipity’s (luck’s) inestimable value.
The Entrepreneur's Road to Success is Flooded with Opportunities and Threats

ENCLAVE™
Entrepreneurs | Learning & Earning
Bring More to Life™
- Apathy
- Envy
- Schadenfreude

(Conscious or unconscious on the part of the self-revealing perpetrator.)
“Entrepreneurs are navigators of change; orienteers reading waves of needs, wants, and other marketplace demands.”

−John R. Dallas, Jr.
Uncertainty

Ambiguity

Combustion
Self-Doubt Requires:

- Self-Reflection
- Self-Awareness
- Self-Expression
- Self-Optimization
- Self-Care
Take an entrepreneur to coffee at least once each month . . .

Listen
Ask questions
Offer input
Provide sales leads
Introduce resources
Consider doing business
Suggest ENCLAVE
Normally the entrepreneur’s core motivation is not, not, **not money**. The founder who believes “**it’s only about making money**,” often lacks venture-relevant **self-awareness**.
It is not, not, not primarily about money . . .

- Significance
- Sense of Place
- Belonging
Self-Determination Theory (SDT) Basics:

1. Autonomy
2. Competence
3. Relatedness
The quality-of-life impact of . . .

Precarity
The dawning of the stage of . . .

Precarious
The experience of . . .

Precariousness
The Entrepreneurial Precariat
Those living among the entrepreneurial precariat, intermittently (sometimes frequently) may not have enough money to pay for:

- Food and medicine
- Rent / mortgage
- Utilities
- Healthcare coverage
- Transportation
- Clothing and Dry Cleaning
- Toiletries
- Grooming
- Exercise
- Student loan repayment
- Marriage / relationships
- Gifts for others
- Financial support for others
- Charitable contributions
- Ongoing education
- Furniture and equipment
- Recreation / entertainment
- Taxes, fees, fines . . .
“**Precaria** is a concept suggested in the framework of the international campaign of the non-governmental organization *Un techo para mi país* (TECHO), in English “**A roof for my country**,” that designates allegorically an imaginary country, **Precaria**, which would be inhabited by all the poor people from Latin America, for pointing out the magnitude of this critical situation as opposed to the constitutional law of the region and the human rights system of international law (such as Bill of Human Rights and the Millennium Development Goals).”

(From Wikipedia)
Enclavius*

Ancient Philosopher in Entrepreneurial Purposefulness

The Enclavian Society
Philosophy, Ethics, and Realism for Entrepreneurs

n.b., Enclavius is a whimsically fictitious figure who never lived. The Enclavian Society exists within the ENCLAVE Community.
“Aiming for perfection is a miscalculation of life’s possibilities. Working, working, working toward ‘best possible outcomes’ will get you as close to perfection as this less-than-perfect world allows us imperfect humans to achieve. Near-perfect is perfect enough.” –Enclavius
Luck
Entrepreneurship education programs must be more transparent with students of all ages who may be entering The Entrepreneurial Precariat.
Reimagining and re-engineering support for entrepreneurs from:

- Municipalities
- Civic Organizations
- Banks
- Educational Institutions
Support for Entrepreneurs from Educators

Identify among students, faculty, administrators, parents, spouses and others hidden assets of aspiring entrepreneurs (or all ages and career stages) working on ideas, projects, and ventures in their classroom, labs, garages, workshops, home offices, or elsewhere.

Underwrite venture-relevant competence assessment and competence development tools and programs, and possibly fund tuition for an educational program to focus on venture-relevant psychology of an entrepreneur.

Offer intense personal budgeting classes. Personal negotiation skills. Learning “to ask.”

Expand the options available for students interested in launching new job-creating ventures.

Offer tuition-free evening or online courses for entrepreneurs who meet minimums for hiring new people and generating new revenue.

Be more transparent about the entrepreneurial precariat.
Support for Entrepreneurs from Banks

Identify among portfolios of clients and prospects hidden assets of aspiring entrepreneurs (or all ages and career stages) working on ideas, projects, and ventures in their garages, workshops, home offices, or elsewhere.

Underwrite venture-relevant competence assessment and competence development tools and programs, and possibly fund tuition for an educational program to focus on venture-relevant psychology of an entrepreneur.

Delay repayment, and possibly eventually forgive, school loans of first-time venture founders who at least hired one person (full-time, W-2) per year for each of three-to-five years, provided the founder’s venture names the same bank as the principal depository for all funds associated with the venture, and first hires are encouraged to use the same bank. The venture’s account would have to meet certain minimums, and remain active for a certain number of years after the school loan is forgiven. If the full loan cannot be forgiven, perhaps only interest.

Small Business Administration (SBA) may be amenable to guaranteeing some portion of this type of transaction.
Support for Entrepreneurs from Organizations

Identify among members and guests in your community hidden entrepreneurial assets; active or aspiring entrepreneurs working on ideas, projects, and ventures. Through others you may learn of those working in their garages, workshops, home offices, or elsewhere.

Underwrite venture-relevant competence assessment and competence development tools and programs, as well as the 14-week immersion education program offered at ENCLAVE Building and elsewhere by Founders1st Academy.

Invest restricted cash in two to five ventures each year; $5,000 to $25,000 in each. (Some organizations may go higher.)

Identify among your organization’s members local vendors, consultants, and other suppliers to “keep local” the venture’s basic spending.

If appropriate, welcome the entrepreneur to a free membership in your organization, for a set period of time.
Support for Entrepreneurs from Municipalities

Identify among residents your community’s hidden entrepreneurial assets; active or aspiring entrepreneurs working on ideas, projects, and ventures. Through others you may learn of those working in their garages, workshops, home offices, or elsewhere. (Be alert to licensing issues.)

Underwrite venture-relevant competence assessment and competence development tools and programs, as well as the 14-week immersion education program offered at ENCLAVE Building and elsewhere by Founders1st Academy.

Invest restricted cash in two to five ventures each year; $10,000 to $50,000 in each. (Some communities may go higher.)

Refund any and all licensing fees, when the venture signs its first lease for at least 24 months of commitment. Consider waiving certain taxes and fees for a period of time. (Special situations apply in each community.)

Identify local vendors, consultants, and other suppliers to “keep local” the new venture’s basic spending.
Municipalities are encouraged to invest taxpayer money, and other dedicated resources, in support of entrepreneurs, not venture-centric entrepreneurship; individuals, not specifically their ventures.
For entrepreneurs of any age or venture stage; job-creating, value-generating, and difference-making founders of ventures that are months-young to decades-old.
Municipalities will own percentages of equity in ventures launched and led by individuals they support, as one of several measurements for the ROI success of entrepreneurs.
Honoring, assessing, and addressing the mind, body, and whole of each entrepreneur, ENCLAVE is mission-driven to prioritize, above a venture’s growth, each person’s venture-relevant development.
Insecurity
Inadequacy
Lack of Confidence
Lack of Competence
Depression
Anxiety
Loneliness
Sense of Futility
Feelings of Failure +
“The most brilliant and creative amongst us are sometimes the most troubled, and nowhere is that clearer than in the entrepreneurial ecosystem. With each passing unnecessary death, the importance of mental health comes briefly into focus... but that focus lasts no longer than a news cycle and nothing changes. The time for lip service came and went long ago. We must take these issues seriously and we need to act.”

—"Investors and Entrepreneurs Need to Address the Mental Health Crisis in Startups,” TechCrunch

Entrepreneurs often feel lonely. Loneliness comes with the territory of the highly personal nature of a thoughtful person’s entrepreneurial career journey.

Entrepreneurs are simply NOT alone!

Among the professional and volunteer coaches, therapists, mentors, peer counselors, and others at ENCLAVE at O’Hare, eager ears, minds, and hearts are ready to lean-in and listen.

Our supportive team may not have answers for every entrepreneur who reaches out to invite input, yet we should always have constructive responses, and additional resources to offer, as needed.

Please register to receive information: enclaveforentrepreneurs.com

It’s personal.
Entrepreneurship is Very personal.

Mental Health + Physical Health = Venture Health

Too often entrepreneurs have difficulty separating their personal identity from the identity of the venture(s) they launch and lead.

Personal brands and venture brands fuse.
Healthcare professionals could become extra sensitized to the complexity of diagnosing and treating high-performing entrepreneurs prone to subordinating personal health; often prioritizing “health” of their ventures and other people. This is risk!
ENCLAVE is about you, first and foremost.

Ventures second.

Profits third.
Psychology  
Sociology  
Emotional Competence

Individuals 1<sup>st</sup> Ventures 2<sup>nd</sup> Profits 3<sup>rd</sup>

= ENCLAVE

Entrepreneurs Bring More to Life™
Venture-Relevant Immersive Experiential Education through:

Competence Assessment and Competence Development

Coursework and Coaching
The **causative factor** that dares not speak its full name . . .

**Judgment Competence**

**Better Decision Making**
Assessment of Judgment and Insight for Leadership
Highly Personalized Entrepreneurship Education

Strengths Identification

Competence Development

Opportunity Qualification

Adjacent to Chicago’s O’Hare International Airport, entrepreneurs − from next-door USA and around the world − land, learn, and take-off again at ENCLAVE O’Hare, the international welcome center for high-flying leaders. During classes and other learning-and-earning events, entrepreneurs, investors, bankers, lawyers, and other influencers experience venture-relevant competence development in social psychology, behavioral economics, and other disciplines.

ENCLAVE for Entrepreneurs at O’Hare International
75 Turner Avenue | Elk Grove Village, Illinois 60007
enclaveforentrepreneurs.com | 312.643.8000

Illuminator for Individuals
Simulator for Initiatives
Collider for Resources

(Not an Incubator or Accelerator)
Reimagining Education to Generate **Skills-Centric** Graduates for **Tech-Centric** Careers
Workforce Optimization for Innovation and Entrepreneurship

Igniting Innovative Thinking for Increasing Success of Regional Entrepreneurship, Intrapreneurship, and Employee Engagement
Scaling the Entrepreneur Mind, One Entrepreneur At a Time
Questions and Responses

“Not all responses can be, or should be, answers.”
Let’s get and stay connected:

On LinkedIn, Google+, Pinterest, Quora
Enter full name: John R Dallas Jr

Twitter: @JohnRDallasJr

1. facebook.com/JohnRDallasJr
2. facebook.com/WeNeedToHaveAWord
3. facebook.com/ENCLAVEORD

Amazon Authors, Barnes & Noble, Goodreads etc.

312.643.8000 Main
312.415.2222 Mobile (Texts and iOS AirShare)

75 Turner Avenue | Elk Grove Village, Illinois 60007 | USA
johnrdallasjr@enclaveforentrepreneurs.com

Write to request FREE e-book compatible PDF.
It’s after midnight. Is it a weekend? Do you know where your entrepreneurs are?

Thank you!
Slides parked beyond this marker are for optional use by the speaker, or for future presentations.
Adjacent to Chicago’s O’Hare International Airport, entrepreneurs – from next-door USA and around the world – land, learn, and take-off again at ENCLAVE O’Hare, the international welcome center for high-flying leaders. During classes and other learning-and-earning events, entrepreneurs, investors, bankers, lawyers, and other influencers experience venture-relevant competence development in social psychology, behavioral economics, and other disciplines.

**Master Classes**
- Social Psychology
- Behavioral Economics
- Metacognition

**Work Spaces**
- Meeting Places

**Three Levels**
- Membership Community
- Equal Opportunity and Inclusive
- Sponsors and Contributors Invited

**Thirty Rooms**
- Illuminator for Individuals
- Simulator for Initiatives
- Collider for Resources

**Free Parking**

**Membership Community**
- Three Levels
- Thirty Rooms
- Free Parking

**Founders1st™ Academy**
- Coursework and Coaching

**BrilliantBuilders™ Academy**
- MidEnglandUSA™ Alliance
- USAInc250™ Celebration
- YieldTrips™ Initiative

**High School and College Students and Faculty Workshops**

**Elk Grove Village Business Leaders Forum**

**Cook County Board Commissioner Kevin B. Morrison’s Office Hours for Entrepreneurs**

**Congressman Raja Krishnamoorthi’s Special Events**

**Military Academies Recruiting Briefings**

**Select Chicago Host Facility Access O’Hare West Host Facility**

**SBA, IMEC, Tollway Authority, and other organizations are Affiliated in various ways**

Co-Founders:
- John R. Dallas, Jr., CEO
- David E. Morrison, Jr., M.D.
- David E. (Daven) Morrison III, M.D.
Compassionate Community
Confidential Coaching and Cognitive Therapy

Psychological Safety
A Safe Environment
A Holding Place
ENCLAVE is an entrepreneurial community bonded by shared commitment to lifetime learning.