



**JOSEPH**  
BUSINESS SCHOOL



# JBS 2022 REPORT



# JBS 2022 YEAR END RECAP

## JOSEPH CENTER PTAC GOVERNMENT CONTRACTING



**\$460M**

IN GOVERNMENT  
CONTRACTING



**450**

NEW GOVERNMENT  
CONTRACTS



**84**

DIVERSITY  
CERTIFICATIONS

## JOSEPH CENTER SMALL BUSINESS DEVELOPMENT



**211**

NEW CLIENTS



**\$2.32M**

IN DEBT AND  
NON-DEBT FINANCING



**OVER 23,600**

ATTENDEES IN WORKSHOPS,  
TRAINING AND DEVELOPMENT  
SEMINARS



## FAITH AND THE MARKETPLACE **ENTREPRENEURSHIP PROGRAM**

Successfully launched the school's new scholarship 4-month program for Campus, Online and Spanish. Full implementation of hybrid campus classroom.

Full tuition scholarships for all who attend the Joseph Business School (JBS).

## TOTAL NUMBER OF JBS GRADUATES:

**118** REPRESENTING  
MULTIPLE COUNTRIES

**90%** COMPLETION  
RATE

**80%** OF JBS GRADUATES  
START A BUSINESS

EXPANDED JBS SPANISH ONLINE  
TO **OVER 12 LATIN COUNTRIES**

**40 SOUTH AFRICA**  
GRADUATES

**NEW GLOBAL PARTNER**  
LOCATION IN **CANADA**

FOR THE FIRST TIME EVER JBS  
GRANTED **5 YEAR** ACCREDITATION

FOUNDER / CHAIRMAN LETTER

# ENTREPRENEURSHIP: *Closing the Wealth Gap*



John D. Rockefeller Sr. said, *"If you are poor, go into business; and if you are very poor, go into business right now!"*

Rockefeller's advice was one of his *Twelve Rules of Wealth*. He was America's first billionaire and is still considered the richest person in modern history.<sup>1</sup>

Rockefeller knew how to create wealth, and his wealth has been passed down in his family for more than six generations. As a co-founder of the Standard Oil Company in 1870, he revolutionized the petroleum industry.<sup>2</sup>

As a known tither and respected philanthropist, he encouraged people to be selfless and to help others.

Rockefeller's wisdom about business and wealth has stood the test of time and always will because it is founded on the Bible.

Entrepreneurship is a God-given calling that began with His first command to mankind in the Garden of Eden, "*Be fruitful, and multiply, and replenish the earth, and subdue it: and have dominion*" (Genesis 1:28). God gave us the ability to create and innovate as a way to provide for our families, bless others, prosper our communities and care for the health and well-being of this planet. It is part of The Blessing that is on our lives as born-again children of God.

As Rockefeller Sr. and many others since him have proved, business ventures and industries are vehicles to capture wealth. For this reason, God's people need to own land and businesses—big businesses—that will dominate their industries and transform the marketplace and entire economies for the glory of God.

Creating wealth through Kingdom entrepreneurship is the primary way we will eradicate poverty and close the wealth gap, especially in urban areas. This is one of the main reasons why Joseph Business School exists, and why I believe there is no other business school like it on earth.

When the world's wealth is converted into the hands of God's

people through commerce and business ownership, the Body of Christ will have the influence and means to reshape the world's culture to align with the culture of the Kingdom.

Like Joseph, God's people are the only ones who carry the anointing and answers to solve the world's problems. And like Pharaoh, today's leaders need the divine wisdom that today's "modern-day Josephs" carry. Revelation, not information, is what is going to catapult God's people to the top of every mountain of influence.

Academic knowledge alone is not sufficient. God's solutions are the ones that work—with no side effects—because God solves problems at "the root," which is in the invisible realm of the spirit.

The needs of society are great and the mission of Joseph Business School is more urgent than ever. For example, a 2016 study reported that "if current trends continue, it will take 228 years for the average Black family to reach the level of wealth White families own today. For the average Latino family, matching the wealth of White families will take 84 years." (Source: **"The Ever-Growing Gap: Without Change, African American and Latino Families Won't Match White Wealth for Centuries"**).

But here's the "Good News." With God and the Kingdom of

God, we don't need decades or centuries. With God, or the supernatural, we can close this gap in one year, one month, and even a day. If you are not convinced, I urge you to study Luke 5:1-8 and 2 Kings, chapter 7, until "light" comes.

As Dr. Cindy Jacobs said at one of our business conferences, "It's not about a black or white issue; it's about justice...it's about a people coming to a new level. It's about dignity. It's about something God wants to do to make things that are wrong, right!"

In 2022, the Lord led me to accelerate JBS's efforts to train Christian entrepreneurs to start and scale companies to enter the marketplace. One way we did this was by launching the four-month **Faith and the Marketplace Entrepreneurship Program**, replacing the nine-month program, and by providing full-tuition scholarships to every JBS student.

As we obey God and follow His instructions, I fully expect that we will see fruit from the school that we have not experienced in its 25 years of operation. Why am I so confident? Because of Deuteronomy 28:1-2 and Isaiah 48:17, *"Thus saith the Lord, thy Redeemer, the Holy One of Israel; I am the Lord thy God which teacheth thee to profit, which leadeth thee by the way that thou shouldest go."*

This coming year is going to be an exceptional year for

Joseph Business School. Many of the things that we have been praying for are going to manifest beyond our wildest imaginations, in Jesus' Name. For those who have supported us on this wonderful journey, I want to thank you. You have much fruit coming to your account.

*Bill Winston*

**DR. BILL WINSTON**

FOUNDER AND CHAIRMAN JOSEPH BUSINESS SCHOOL

**References:**

<sup>1</sup>“The Rockefellers.” <https://web.archive.org>; January 26, 2012. [www.pbs.org](http://www.pbs.org)

<sup>2</sup>Nicholas, Tom; Fouja, Vasiliki. “John D. Rockefeller: The Richest Man in the World.” ([www.hbs.edu](http://www.hbs.edu)); Retrieved April 22, 2022.



For the past 20+ years, the Joseph Center® and the Joseph Business School (JBS) have transformed the lives of thousands of people equipping them to become successful entrepreneurs using biblical and practical principles, thus eradicating poverty and creating generational wealth to the Glory of God”.

**- DELORIS S. THOMAS, PH.D.**



**JOSEPH**  
BUSINESS SCHOOL

*Congratulations*

## **JBS WAS REACCREDITED FOR 5 YEARS!**

The year of 2022 for the Campus Entrepreneurship program was full of change, innovation and growth. The year started with preparing to obtain the Re-accreditation of the Institution by our Accrediting agency, ACCET. Our extensive evaluation (audit) took place later in the year and much preparation was needed to successfully receive the renewal of our accreditation.

We're excited to share that our institution has no weaknesses and was granted an official renewal of accreditation for 5 years.



## CHANGE FROM **9-MONTH PROGRAM TO** **4-MONTH PROGRAM**

To accelerate the closing of the wealth gap and to turn waste places into Gardens of Eden, Dr. Winston has established a goal that through JBS, 100,000 businesses will be making at least one million dollars a year.

In support of this goal, and at the direction of the Holy Spirit, Dr. Winston changed the school's nine-month, fee-based program to a four-month, full scholarship program.



To implement the change our instructors, program coordinators, advisors and all volunteers, pulled together to offer the initial four-month program in April 2022.

We also received Illinois State and ACCET approval for the new program (titled Faith and the Marketplace Entrepreneurship Program) in record time. This enabled us to fully to offer the four-month program for the Fall Campus cohort which resumed in-person campus classes without any COVID restriction.



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# ALUMNI SUPPORT OF SCHOLARSHIP FUNDING

As we transitioned to the fully funded scholarship program, many JBS alumni, inspired by student testimonies from earlier in the year, participated in a campaign to provide scholarships for the Fall 2022 Cohort – with Great Success!



JOSEPH BUSINESS SCHOOL  
**ALUMNI**  
ASSOCIATION

# JBS CAMPUS STUDENTS HELPING TO CLOSE THE WEALTH GAP

In line with our mission, JBS students, like Pam Mayo, Charles Harrell II, and Crystal Love, have been achieving supernatural results in the marketplace to bless others and bring economic prosperity to their communities.



## **PAM MAYO**

Pam Mayo is the CEO of Kings Global Logistics located in Wood Dale, Illinois. Her company is the outsourced sales and marketing team

(commonly referred to as General Sales Agent), for international airlines and freight service providers that have decided not to open offices in the Midwest.

Pam has been in business for just short of 20 years before enrolling in JBS. Her primary goals for attending JBS were to develop a Christ-centered foundation for her company and to partner with God in operating her business, helping her to fulfill the calling on her life.



During her time at JBS, Pam made significant progress on her goals which led to explosive growth in her business. She attributed her progress to two key learnings in particular. First, she used her faith to give her courage to approach delinquent customers for payment of outstanding receivables. These customers made up a significant amount of her company's revenues. Successfully obtaining their payments resulted in a six-figure infusion of cash into her business.

The second key learning that had a great impact on her business was focusing on key products and services in her company's offerings.

Establishing this niche in the marketplace was the fuel for her growth.

Since attending JBS, Kings Global Logistics has multiplied seven times (7x) in the past two years, with sales revenues of more than \$8 million, the highest level in her company's history. This was all accomplished without taking on significantly more resources.

To show her gratitude to JBS and the role the school played in her company's growth, Pam made a generous contribution in 2022 to the scholarship fund to bless others to attend the school.



During his time at JBS, Charles was able to firm up the long-term vision of his company by researching and selecting key target market opportunities.

Additionally, Charles fine-tuned his value proposition

## **CHARLES HARRELL II**

Charles Harrell II is the President & CEO of The IT Architect Corporation (ITA), a Chicago-based company.

ITA designs, implements, and manages the automation of business processes and building controls with innovative telecom and technology solutions. Charles enrolled in JBS to take his company to another level of performance by correctly applying biblical principles.



while launching ITA's new product in the marketplace and building an overall expanded financial model of his Software as a Service (SaaS) product, iTDelivers.

As a result of accomplishing

these items during school and applying them in the marketplace, Charles' business has entered a tremendous period of growth and has scaled to reach international markets.

These international opportunities have been accelerated with Charles' company being awarded a grant by the US Department of Commerce to be an exhibitor and participate at the 2022 Africa Health Conference and Africa Sub-Saharan Tech Event in Johannesburg and Cape Town, respectively.

To help manage this growth, Charles has recently hired a Chief Operating Officer (COO) and has plans for other strategic hires as his company has reached multiple millions in revenue.





**Mrs. Crystal Love**, Chief Executive Officer, and **Damon Love PhD.**, Scientific Director are Co-Founders of the S.E.E.D. (Science, Exploration, Education, Discovery) S.T.E.M. program and are driven by their commitment to shaping future innovators - one mind at a time.

## **CRYSTAL LOVE**

Crystal Love is the CEO of the S.E.E.D, S.T.E.M program located in New York City. Crystal entered JBS with one business idea in mind but during the school term the Lord led her to pivot to create a company that would teach STEM-based programs to middle and high school students. The goal of the S.E.E.D. STEM program is to increase scientific awareness in the community, develop future leaders in an area of ever-increasing need, and provide a pipeline to careers in science.

Crystal appreciated the support and resources that helped enable her to quickly pivot her idea and move to have this new concept operational while in school. She took the teaching concepts of every class and applied them right away to quickly manifest her new vision. Each step along the way was confirmed by spiritual teachings through Chapel speakers and Dr. Winston's service sermons. As she kept moving forward, supernaturally doors would open and resources would appear.



As a result, the program has already been rolled out to a school in an economically challenged area in the Bronx neighborhood of New York City. Additionally, two other community-based organizations in New York City have implemented the program as well.

Crystal and her team are excited for what the future



holds. Interest in the program continues to grow, providing great opportunities to bless many other children in need of this education which will enable them to enter high-income career opportunities and help close the wealth gap.

# BRIEF *testimony*

*from Dr. Lawrence Salone*

To confirm what He is the Lord over the harvest, he blessed a seed for two important events during this time. I mentor children at a magnet program through my church. This school is impoverished but these students are smart and come from all over the city to attend it. My wife and I committed to honor the hard work of the children and do the first-ever scholarship for this program. We committed to a \$1000 scholarship for the top male and female students. We are called to be signs and



wonders. We also decided to support Dr. Winston's vision of JBS graduates sponsoring the next generation of Kingdom business owners that needed to participate in JBS. When we committed to both of those program's money was tight! I sowed



a \$400 seed and asked the Lord to provide the money we needed to support the programs. Now I don't want to correlate the amount of the money sown to the exponential harvest, but a \$400 seed yielded nearly 25K dollars. I believe the Lord saw our heart posture and knew we could be a conduit.

The money for the scholarship came on a week when we needed it most. This week had payroll, the

final payment for our family trip to Italy was due, and my wife's birthday. I am here to say that the Lord addressed all those items. All those things were paid for with money left over.

The week we received the money for JBS was an interesting one. I only intended to sponsor one company and pay for some other items, but the conversation with the Holy Spirit embolden me to sow



the entire amount of money after I paid my tithes. We sowed \$17, 500. I felt that seed, but I know that the Lord is over the harvest and that nothing given to him is wasted. I no longer dealt with the spirit of mammon. I know that God is my source. Period.

## **ENCOURAGEMENT**

In March, I felt a bit overwhelmed and that I didn't know the next thing

to do and in a dream the Lord told me that I needed to read Proverbs 4. The entire chapter. That chapter speaks on seeking Wisdom. The second moment of encouragement came Easter morning. The Holy Spirit woke me up out of my sleep and told me to read Exodus 23:23. That verse says I will send my fear before you. That is comforting to know that I am living Isaiah 48:17.

The Lord asked me about that interaction the next day. "What was that about?" the Lord asked. *"Well Lord, no devil will harm me or this property."*

Again, the Lord asked, *"What was that about?"*

I responded *"Lord, I was protecting mine!"*

Again, the Lord asked, "What was that about?" Well obviously, my answers were wrong. "I don't know Lord" was my response. Then He said something that changed me.

"Lawrence, you blessed this place. Look, they are already coming to this place to get healed."

I KNOW now why the enemy fought us so hard. We will

be a place where they learn about the Lord and that makes the devil mad! We started this company to come against the spirit of suicide and bondage. We are a Kingdom Business that employs, empowers, and equips people across this nation! Praise God.

Dr. Winston's vision and ministry has blessed my life. I will keep walking by Faith!

I will email the title deed as soon as I get it in my hands.

w/r

Dr. Lawrence Salone

Founder, Post Trauma  
Institute

# BRIEF *testimony*



*from Teri Lawler*  
online student

Since starting the JBS program in October, I have been awarded training contracts totaling \$246,234. Of that amount, \$149,984 is contracted over the next federal fiscal year. I have learned so much and I know that I have much work to do to walk in the excellence that is expected of my stewardship.

I am committed to taking all that I have learned and continue to build my skills and my brand so that I represent JBS and the Kingdom of God well.



**JOSEPH CENTER**  
FOUNDATION

# Kingdom Partnerships

There is power in partnership and when it's a kingdom partnership, we have the power to change the world.



JCF is a Kingdom enterprise for Kingdom expansion and to manifest God's righteous cause. Our vision is large. Our plan is to help create businesses that will bring forth a new global economy, the strongest this world has ever experienced. An economy that is unaffected by famines and impervious to pandemics.

Your gift to the Joseph Center Foundation helps to support faith-based businesses that share our vision to produce wealth-creation opportunities and economic prosperity that will be used to transform nations and cultures.



## BY MAIL

Attn: Joseph Business School - JCF  
7600 W. Roosevelt Road, Forest  
Park, IL 60130



## MOBILE GIVING

Text JBS [space] and dollar amount  
to 28950 [Example: JBS  
50 (for a donation of \$50)]



## ONLINE

[jbs.edu/give/](https://jbs.edu/give/)



# BUSINESS

WITHOUT LIMITS

*When God said “be fruitful” in Genesis 1:28, He obligated Himself to give you a business idea and the divine connections and strategies to take you to the top of your industry in influence, money, and market share — supernaturally!*

DR. BILL WINSTON



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# JBS SPANISH PROGRAM

Without a doubt, entrepreneurship has proven to be one of the most effective ways of closing the wealth gap.

The Program is driven by our mission of developing entrepreneurs to use practical and biblical principles to raise up companies and create wealth to transform desolate places into flourishing communities for the glory of God.

In the year 2022, the Joseph Business School Spanish program has helped numerous students set up sustainable businesses and break the cycle of Generational Poverty.

The Spanish program has provided exceptional education, access to resources, and value to our students.



**LUIS JAIMES**

Dean of the JBS  
Spanish Program

**31**

Students

**11+**

Countries

**20%**

Current growth

## **GUIDO ALA (BOLIVIA), 15 YEARS IN THE FAMILY BUSINESS OF CLOTHING AND 20 YEARS IN THE TRANSPORTATION SERVICE BUSINESS.**

I was looking to grow the business as well as grow spiritually.

Our City is at 12,254 ft above sea level with a population of close to 550K inhabitants, the fifth-largest city in Bolivia.

Before JBS, I did not have much knowledge about how to handle the business in an efficient way, just been doing it for so many years in Bolivia and Chile. I needed to know more about the world of business. I prayed to God searching for training that would help me not only in my business but to grow spiritually. JBS was the answer to getting wisdom, and so much practical business knowledge. So I registered as soon as I heard the JBS program was available in Spanish.

At this point, after nine-month training with JBS, I am on the verge of a new vision to handle our family business and improve our services of handling containers and heavy loads up to 30 tons in Bolivia and across our neighboring Chile.

We know the challenge ahead of us is great, but with the knowledge acquired in JBS and guidance from God, we can grow our impact and have an increased presence in heavy cargo transportation.

We hope our business will be well known in Bolivia and Chile, and that it will make God's name known. Thank you JBS.

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**PASTOR AZAEL BRACHO (MEXICO), HAS 15-YEAR EXPERIENCE IN AGRICULTURE GROWING AND DISTRIBUTING PLUM TOMATOES TO MEXICO CITY AND EXPORTING TO THE USA.**

We have experience in the tomato growing business from the fields in Hidalgo, the second largest city in the Mexican State of Hidalgo, in North-Central Mexico to the capital city in Mexico.

The fields are at 7,290 feet altitude which favors our crops. Tulancingo lies in the Sierra Madre Oriental along Rio Grande.

We are now in the process of getting the required certifications and meeting the legal requirements, waiting for approval to get authorization from the Mexican government to start exporting directly.

Once we get the permits we will open offices in Houston, Texas. We have taken our business model we worked on JBS, and new doors were open to other areas for exporting additional products.

We went from the plum tomatoes to cucumbers, and at the

end of next year we are planning to open two additional lines of products with strawberries and flowers. We have progress on this new road.

The base model developed in JBS has been polished and replicated for the new products.



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## PROCUREMENT TECHNICAL ASSISTANCE CENTER **TESTIMONY**

ILLINOIS  
**PTAC.**

Holmes Peacekeepers Service Corporation is security guard services business. Owner, Patricia Butler has been working with The IL PTAC @ The Joseph Center for over 7 years. Patricia initially approached the PTAC for assistance with her diversity certification applications, but since, she has been targeting more government contracting opportunities both as a prime and sub-contractor. "It was a complicated process, you had to register as a vendor, monitor bids on a daily basis, and then put together a proposal for the bids you found. Chris encouraged me to get in the game; find smaller bids I could bid as a prime, and attend pre-bid meetings for the larger contracts to network as a sub-contractor. Currently,

we have a sub-contract to provide security services for 10 CTA stations that was renewed for another 3 years.”

Oops Diapers 2Go provides quick and easy access to baby products to meet parents’ unexpected needs on the go. Their vending solution accommodates emergency situations whether you are visiting the zoo, museum, theme parks, traveling, or shopping at the mall. Owner, LaVenita Martin, found an opportunity to place her vending machines at O’Hare International Airport. There was a public solicitation on the Chicago website and LaVenita reached out to IL PTAC because she was unfamiliar with the RFP process. “The PTAC office at the Joseph Center was very helpful. We reviewed the entire bid package and put together a strategy on how to put together a proposal to meet all the requirements of the bid.” “It was in the middle of the pandemic, so we were meeting with the PTAC Director, Chris Hollingsworth frequently via zoom and phone calls, to put together a winning proposal.” “After we were a finalist in the decision making process, we had to go through a virtual face to face meeting process, and Chris was helpful in working with us putting together some key talking points for our presentation. Everything working out and we were awarded the placement of our vending units and are in current negotiations for location spaces.”

Turnkey Training LLC is a medical, first aid, safety training services organization. In 2014, IL PTAC assisted Turnkey

Training with a proposal and was awarded the 5-year contract for the AED (Automated External Defibrillator), CPR, First Aid Training and Public Safety Dispatch and other related public safety topics for City of Chicago at O'Hare and Midway. The contract was extended an additional year this year, but a new solicitation for these services was issued Dec. 2021. The owner of Turnkey Training, Ellen Demertsidis, reached back out to the PTAC office at The Joseph Center for proposal assistance. "We reached back out to Chris because he was familiar with our business. It had been over 6 years, since the last bid process we went through and it seemed like everything was different. There were additional portals that needed to be registered with, there were additional responsibilities we added to the program and now were incorporated into the solicitation. We are a very small business and were busy with our day to day operations, but had to find time to put this proposal together. Chris studied the solicitation, and put together a step by step procedure guide to ensure we were compliant with our proposal." This contract award was postponed due to internal circumstances in March of 2022, but Turnkey Training has been notified that they are finalist to the award and have been requested to provide a virtual presentation of their proposal.

# DEBRA COLEMAN

Client of the SBDC

Debra Coleman is the owner of Coleman's Bar-B-Que #2 located in the Austin community of Chicago. They specialize in barbecue foods such as ribs and tips, chicken wings and much more. They've been serving barbecue lovers since 1971.

Debra started working with the Illinois Small Business Development Center (SBDC) at The Joseph Center when she was enrolled in the Joseph Business School's entrepreneurial program. At that time, Debra ran her business for many years, but she wanted to learn more about operating a business. While participating in the Joseph Business School, she learned business principles



rooted in the Word of God. As a business owner, she was ready to transfer these lessons into her business immediately.

She scheduled many appointments with Andy Pham, who was a business advisor at the Illinois SBDC at The Joseph Center at that time, to discuss the lessons learned through the Joseph Business School. Debra

understood the business principles presented in class but needed help in applying them to her business. Through the meetings between Debra and Andy, they would tackle different business concepts to help Debra evaluate her market position and establish goals for growing her business.

In their meetings, they discussed different topics to help Debra grow her business. They evaluated Debra's business model, and reviewed profitability. They analyzed the surrounding neighborhood and completed a competitor analysis. They researched psychographics of her target market. All these activities helped Debra understand how her business fit in the marketplace and it showed her the size of her growth

opportunity.

Through these interactions, at no cost to the client, Debra was able to continuously make improvements to her business and its operations. She re-branded her business and successfully filed a trademark registration. She also purchased new equipment for her restaurant. Debra grew as a leader and business owner through our interactions, and her business has benefited from her growth as well.

Debra continues the legacy of serving barbecue lovers in the Austin and surrounding communities.

You can find more information about Coleman's Bar-B-Que #2 on their website:

<https://www.colemansbbq2.com/>.



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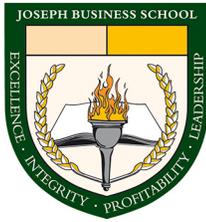


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