

JORGE N. ZUMAETA

Jzumaeta@fiu.edu * Cell: (305) 205-0538

EDUCATION

Tilburg University – PhD in Economics, Tilburg, Netherlands.

Florida Atlantic University - M.S. Economics, Boca Raton, FL.

Florida Atlantic University- B.A. Economics. Davie, FL.

OTHER EDUCATIONAL ACHIEVEMENTS

Fulbright Scholar Research Chair – Department of Economics - University of Alberta, Edmonton, Canada

Columbia College (South Carolina) - America's Labor Market Information System (ALMIS). Intensive Labor Market Analysis Training Sessions. Employment and Labor Market Policies.

DLES - Training Division: Total Quality Management (TQM), Labor Market Analysis, Investment in Excellence, Conflict Management and Coaching Skills.

Achieve Global (Tampa) Zenger Miller Skill Modules Certification.

FAU Continuing Education Program A+ Computer Certification Technician.

Economic Engineers Association: Financial Market Analysis Training Sessions.

Miami-Dade County University – Supervisory Training

Inter-American Development Bank - Logical Framework for Project Design, Monitoring and Evaluation of Projects and, Institutional, and Organizational Analysis.

Florida International University – Leadership Training Institute.

WORK HISTORY

(9/07 to Present) **Florida International University – Academic Planning and Accountability**

Executive Director -/Adjunct Professor – College of Business

- Directs and supervises continuing education and off-campus dual enrollment. Ensures consistent quality of the academic education programs and that all policies and procedures are in place and updated as required by all governing and accreditation authorities. Assists FIU academic units in the development of academic offerings for this program. Implements and maintains administrative policies and procedures for the continuing education and dual enrollment programs. Directs the monitoring and evaluation of the program's performance, including student academic waivers, instructor tuition, registration, and retention. Supervises and directs, in coordination with the academic units, the quality of the course offerings and future expansion of the program. Oversees the design, development and maintenance of new courses for the professor's continuing education and dual enrollment courses.
- Assist in the development of innovative curricula for credit and non-credit programs to fulfill employers' needs. Develop assessment tools for program evaluation.
- Responsible for approving cash transfers, budgets, budget projections, instructors' payroll, accounts payable and accounts receivable, etc.
- Develops, manages, implements and evaluates credit and non-credit programs developed in collaboration with a designated academic unit. These programs will be highly pragmatic in approach, e.g. degree or certificate; available to the general public, customized for specific corporate needs; whole programs and courses or modules; delivered conventionally, compressed in time, or available via technology. Provides project leadership that includes development and coordination of marketing, financial planning, formal and informal agreements, and serves as the liaison between the academic unit and the Registrar's Office, Admissions, Financial Aid and International Student Services and Institutional Effectiveness.
- Reviews feasibility studies and budgets to ensure market rate and self-supporting

(10/03 to 8/07) **South Florida Workforce/ - Senior Economic Analyst**

- Supervised, coordinated and conducted socio-economic research for policy development and customization of sensitive programs to mitigate poverty and promote socio-economic development in Miami-Dade and Monroe Counties through workforce training and development.
- Supported, facilitated and coordinated the conception, development and implementation of the agency's Strategic Plan. Consider strategic planning models sensitive to economic and workforce development.
- Developed sensitive performance measures to ensure implementation of business plans.

- Evaluated and recommended more sensitive performance measures for the workforce development system. Analyzed and recommended data collection practices to improve data quality.
- Provided econometric modeling and statistical research expertise to service providers, community audits and socio-economic analysis to serve as a context for: Agency's strategic planning process; business associations and local chambers of commerce initiatives. As for example:
 - **Growing and Preserving Good Jobs:** Connecting Market Demand with Labor Supply
 - **Advancing Economic Prosperity through Workforce Development:** An Integrated Approach for Assessing Labor Market Gaps
- Developed specific business plans for the SFW Employer Service delivery system. Includes project management of varied degrees and time frames.
 - **SFW Employer Services Plan:** A Co-opetition Strategy for Value Creation
- Provided leadership, guidance and supervision to analysts and other consultants within strategic functions on a regular basis.
- Monitored key stakeholders, services providers and other agencies on projects to ensure consistency of objectives with client needs, and direct sharing of findings and recommendations.
- Identified, analyzed, and reported on Industries and other region's trends and activities.
- Offer guidance and instruction to other analysts, employment consultants and job placement specialist. Wrote white-papers and completed ad-hoc assignments for business unit leaders and leadership teams.
- Conducted training sessions on strategic planning, labor market information and state of the economy.
- Interacted with media due to economic press releases.
- Presented at nationwide conferences and local events. For example: 16th Annual NAWDP Conference 05/1-4; 2005 in Miami Beach, Fl.; 5th Annual Florida Workforce Summit – 10/10/05 in Orlando, FL; Greater Miami Chamber of Commerce Event at Biltmore Hotel 02/20/06; Tri County Regional meeting at Signature Grant – 04/23/06; Service Providers Event at Crown Plaza Hotel, 09/05/06, etc.
 - Evaluate and coordinate approval of budgets, community redevelopment plan and monitor trust funds for the Community Redevelopment Agencies (CRAs)
 - Conduct training session on how Tax Increment Financing (TIF) works
 - Develop legislative instruments and budgetary items, including bonding and financing for the creation, operation and implementation of CRAs
 - Coordinate and conduct socio-economic research for the Social Economic Development Council.
 - Evaluates, projects and forecasts CRA budgetary and financial activity including analysis of variances related to budgeted levels for large complex CRAs.
 - Conducts complex financial analysis, policy research and statistical work on budgetary, financial and management policy issues.
 - Monitors, evaluates and reviews programmatic performance of assigned CRA; assists in securing budgetary policy objectives as approved by the Board of County Commissioners.
 - Develops policy recommendations regarding CRA funding, staffing, services and activities.
 - Monitors and recommends division's performance measures and work with Active Strategies

(9/98- to 10/03) **Florida Institute for Career and Employment Training – Florida Atlantic University**
Associate Director

- Supervised professional staff in the development of socio-economic and statistical research reports, exhibits, graphs, or charts for meetings, hearings, and investigations. Designed and supervised statistical surveys. Designed statistical sampling techniques. Analyzed statistical data. Analyzed statistical research for impact on planning goals. Performed comparative analyses of statistical reports to determine variance or reliability.
- Prepared socio-economic analyses for department publications and administrative use. Directed/Coordinated research and evaluation projects with other government agencies and research institutes. As for example:
- Developed strategic plan for the institute and division in conjunction with Dean and Executive Director. Measured institutional effectiveness.
- Coordinated proposal preparation, budget development/review, grant/contract administration, contract review and negotiation and post award administration of Federal Workforce Development programs. Greatly involve in workforce funding and performance funding issues. Contributed to the acquisition of \$6.2 Million to manage the Pompano One Stop Center.

- Served as a liaison between the Institute and Workforce Development Board members and Executive Directors; Children Services Council, US Department of Labor, US Census Bureau, University of Baltimore, University of Texas, University of Missouri, etc.
- Motivated employees to improve quality and quantity of work performed. Planned workloads, workflows, deadlines, work objectives and time utilization with employees. Evaluates employees through establishing evaluation criteria and responsibilities and meeting regularly with employees to ensure the established criteria are met.
- Engaged in identifying potential projects and proposal writing. Negotiated terms and conditions of grants and contracts to ensure full compensation and collection of indirect cost. Managed interim and post award grants, contracts, and cooperative agreements.
- Presented at nationwide conferences. For example: AIPES on 11/98 in Puerto Rico. NAPIC on 2/28/99 (DC), JETTCON on 7/13/99 (DC), ACHE on 11/05/01 (Vancouver, Canada), ACHE on 04/21/02 (Nashville, Tennessee), "New Tools for a New Era" on 07/22/03 (Washington D.C), NACEP Conference – Denver Colorado on 10/2015; Professional Development Workshops in Miami-Dade and Broward Counties 8/30/2016.

(3/94-9/98) **Florida Department of Labor**

Research Economist

- Analyzed local, state and nationwide economic trends to develop policies and customize programs to mitigate socio-economic conditions.
- Prepared economic and labor market research reports that included prevailing wages for labor certification, migration patterns to determine supply and demand for labor and labor shortages.
- Developed econometric models to determine effects of local economy on job market, to project trends and to estimate economic activity in the region.
- Developed procedures and coordinated the compilation of economic data and analysis regarding the labor market, including agricultural employment for the Belle Glade Area.
- Designed and implemented methodologies to estimate seasonal behavior and industry cycles.
- Designed and administered industry survey to gather hard to get information on basic and occupational skills needed to increase labor market efficiency in South Florida. Collected, analyzed and reported information to Local Economic Councils, Local School Boards, Community Colleges and the South Florida Regional Planning Council.
- Interacted heavily with the media due to press releases; worked with the staff of government agencies to craft policy to help business groups and chambers of commerce; assisted the school boards of the Broward and Palm Beach Counties in developing occupational projection. Conducted presentations to Local Chambers of Commerce, Small Business Development Agencies, Professional Placement Network, Economic Councils and other members of the community. Participated in High Skilled/High Wage activities and coordinated changes to the targeted occupations lists, assisted with Tech-prep analysis, Program Base Funding Analysis with the Workforce Development Board.
- Assisted Workforce Development and Florida State WAGES Boards with statistical and economic analysis on a regular basis.
- Utilized FETPIP and OIS information to write labor-surplus reports. Participated actively with Broward and Palm Beach Economic Forums. Worked as a Florida State and Business Industry Data Center Affiliate. Participated actively in regional economic development initiatives. Worked on "One Stop" and "Welfare Reform" special projects. Knowledgeable in MLS, LAUS, OES, ES-202, CES methodology and statistical programs.
- Engaged in identifying potential projects and proposal writings.

TEACHING/ACADEMIC EXPERIENCE

Tilburg University – Ph.D. Defense Committee Member – September 2014

Monica Thiel, "A global investigation into the social domain of corporate social responsibility and sustainability among local communities, governments and corporations: innovative social responsibility or pretense."

F.J. Inglis, "A Commons Paradigm: Co-Constructing a New Set of Relations amongst Ourselves and with the Earth."

Florida International University

Adjunct Faculty – LBS 3001 – Introduction to Labor Economics

FIN 6446 - Competitive Strategy

FIN 6446 – Competitive Strategy – Macroeconomic Perspective on Corporate Sustainability

Global Learning Founding Faculty
Florida Atlantic University
Teacher Assistant – Econometrics I
Taught computer class on Econometric and Statistical Software
Acted as a liaison and provided general support
Teacher Assistant – Macroeconomics
•Led Class discussions on assigned readings and provided general support

ADDITIONAL SKILLS:

Fluent in Spanish and conversational Italian, proficient in: Micro Soft Products (Word, Excel, Access, PowerPoint, Publisher, Project Manager, and Visio), SPSS, SAS, E-Views (Time Series Analysis), ASTSA, ECSTA, Statistix, Acrobat Reader, REIS and ALMIS Employer Data Base. Fairly knowledgeable with: REMI Software, Micro OIS, Land View III and Atlas GIS.

SELECTED FUNDED PROJECTS

Broward Children’s Services Council – \$ 250,000 Grants – multiple years
Osher’s Foundation -\$1,000,000 as Endowment and \$350,000 in Grants - multiple years
US Department of Labor/Employment and Training Administration - \$150,000 funding for Rapid Assessment Tool
WAGES Evaluation and One Stop Career Center Implementation - \$600,000 – multiple years
Dual Enrollment Program - \$850,000 yearly since 2010
FIU Legal Studies Institute - \$830,000 yearly since 2008
Palm Beach Children’s Services Council - \$5,000.

SELECTED PUBLICATIONS

Zumaeta, Jorge N., Noussair, Charles, Money Illusion: Nominal Market Tendencies among Specific Populations, November 2017. (Pending Publication)

Zumaeta, Jorge N., Noussair, Charles, Economic Attitudes and Financial Decisions Among Welfare Recipients: Rationality and Risk Aversion, July 2017. (Pending Publication)

Zumaeta, Jorge N., Noussair, Charles, Economic Attitudes and Financial Decisions Among Welfare Recipients: Self-interest, Trust and Positive Reciprocity, September 2017. (Pending Publication)

Zumaeta, Jorge N. State of Working Florida, Research Institute for Social and Economic Policy, Florida International University, September 2015.

Zumaeta, Jorge N. Entrepreneurship Program for At-Risk Youth: An Illustration of the Social Construction of Economic Thinking. Tilburg University. 2013

Zumaeta, Jorge N. & Thomson, Bruce, “Needs Assessment Study of Low Income Hispanics/Latinos in Palm Beach County, FL” LAIRO, Palm Beach, FL. 2008

Zumaeta, Jorge N. & Thomson, Bruce, “Needs Assessment Study of Hispanics in Broward County, FL,” Hispanic Unity, Hollywood, FL. 2007.

Zumaeta, Jorge N. Stevenson, Veronica, & Crook, Robert, “South Florida Workforce Employer Services Plan: A Competition Strategy for Value Creation.” South Florida Workforce, Miami-Dade County, FL. 2007.

Zumaeta, Jorge N. Advancing Economic Prosperity through Workforce Development: An Integrated Approach for Assessing Labor Market Gaps. Miami, FL, South Florida Workforce – Agency for Workforce Innovation, 2006.

Zumaeta, Jorge N. Growing and Preserving Good Jobs: Connecting Market Demand with Labor Supply. Miami, Florida: South Florida Workforce – Florida Agency for Workforce Innovation and Miami-Dade County, 2005.

ADDITIONAL PUBLICATIONS

- 1) Labor Market Update for South Florida and the Treasure Coast (Monthly Newsletter).
- 2) Labor Market Report (Monthly Press Release).
- 3) Broward County Statistical Abstract (Annual Publication).
- 4) Government Accountability Commission Report (“Our Economy” Chptr.)
- 5) Statistical Quarterly Management Report.
- 6) Local Wage Surveys.
- 7) Constantly contribute with articles to economic councils, FEAC and Chamber of Commerce’s newsletters.
- 8) Structural Change in South Florida.
- 9) Labor Adjustment Strategy for South Florida (Post Hurricane Andrew Era).
- 10) Identifying the Key Industries in South Florida.
- 11) Friendly Publications – Demand Occupation by Educational Levels.
- 12) Statistics for Small Businesses Publication.
- 13) Seasonal Employment in South Florida.
- 14) Correlation between New Hire Activity Reports and Current Employment Statistics.
- 15) Unemployment Projections using the Auto Regressive Integrated Moving average.
- 16) Employment Penetration Ratio in Broward County.
- 17) WAGES Clients’ Traffic Patterns.
- 18) Special Report on Placement in Non-traditional Occupations.
- 19) “American Community Survey’s Earnings Distributions vs. Unemployment Insurance records: A comparative Analysis”

MEMBERSHIPS/AFFILIATIONS:

- Taos Institute - Associate
- University of Arizona - Economic Science Laboratory – Research Affiliate
- Tilburg University – Research Affiliate
- FIU Research Institute for Social and Economic Policy – Research Fellow
- American Economic Association (AEA)
- Italian Scientists and Scholars in North America Foundation (ISSNAF)
- International Association of Personnel in Employment Security (IAPES)
- Southern Economic Association (SEA)
- Florida State and Business Industry Data Base Center Affiliate
- Palm Beach Policy Planning Committee
- USDOL/ETA Administrative Data Research and Evaluation (ADARE) member
- Latin Chamber of Commerce – Director at Large 03-04, Vice Chair 2012-13