



INNER CITY CAPITAL CONNECTIONS

Positioning Inner-City Businesses For Long-Term Success

Inner City Capital Connections (ICCC) is a national program designed by Initiative for a Competitive Inner City (ICIC) to help small businesses in economically distressed areas build capacity for sustainable growth in revenue, profitability, and employment.

ICCC is designed for busy executives of all expertise levels. The 40-hour executive education program utilizes a blended learning model and spans several months to accommodate demanding schedules while maximizing its effectiveness. Participants gain knowledge for growth, develop custom solutions for their businesses during individual and group coaching sessions, and build a new network of peers, mentors, and capital providers.

Submit nominations for the 2018 ICCC program today at nominate.iccapitalconnections.org!

What is the typical profile of past small business participants (2005 – 2016)?

- 65% minority-owned; 41% woman-owned
- Average annual company revenues: \$4.1 million
- Average number of full-time employees: 25
- Industries represented include business services; wholesale & retail trade; manufacturing; construction; food, beverage & hospitality; entertainment & recreation; and education.

What is the suggested profile of a small business to recruit for ICCC?*

- Be an independent for-profit or not-for-profit corporation, partnership or proprietorship
- Have its headquarters or more than 51% of its physical operations located in an economically distressed area **OR** have more than 40% of employees residing in an economically distressed area
- Have annual revenues of at least \$500,000
- Have been in operation for two years or more. ICCC does not accept start-up companies.

**On a case-by-case basis, ICCC will consider businesses that do not meet all of the specified criteria on the recommendation of a nominator.*

Thanks to your support and nominations, 1,700 ICCC alumni have averaged 172% growth in revenue, created 16,000 jobs, and raised \$1.47 billion in capital since 2005. For more alumni stories and data, see our *2017 Impact Report*.

For questions regarding the nomination process or eligibility, contact ICCC at 617-238-3019 or iccc@icic.org.