

ICIC Programs Support Small Business Growth

We are widely recognized as a preeminent authority on the economies of underserved and under-resourced communities. We offer seven tuition-free development programs that serve small businesses throughout their lifecycle—from startup to succession!



ADDITIONAL OPPORTUNITIES

National Recognition

Inner City 100 (IC100) Award

25-year-old award that identifies and celebrates the 100 fastest-growing businesses in under-resourced communities nationwide.

🕒 Ongoing

💰 Min. Annual Revenue = Growth from \$50K to at least \$500K over four years.

🏆 Local and national publicity, access to alumni network, 1:1 business advising.

Alumni Network

Inner City Alumni Network (ICAN)

Provides the 7,000+ graduates of ICIC programs with ongoing professional development, visibility and recognition, and robust networking and collaboration opportunities.

🕒 Ongoing

💰 No Min. Annual Revenue

🏆 Local alumni chapters, networking and educational events, exclusive online community-building platform.

STARTUP AND EARLY-STAGE GROWTH

Executive Education

Goldman Sachs One Million Black Women: Black in Business

Provides Black women-owned sole proprietors tools to help grow revenue, hire, and develop an action plan.

🕒 12 Weeks

💰 Min. Annual Revenue = \$25K

🏆 Better understanding of finances, hiring employees, and pricing products.

Acquisition Accelerator

BIPOC Entrepreneurship Through Acquisition (BETA)

Offers BIPOC (Black, Indigenous, People of Color) and aspiring entrepreneurs tools and access to capital to acquire and run an existing small business.

🕒 8 Weeks

💰 No Min. Annual Revenue

🏆 \$3,500 stipend opportunity, acquisition funding options, and certificate of completion.

Executive Education

Santander Bank's Cultivate Small Business (CSB)

Helps women-, BIPOC-, and immigrant-owned early-stage food entrepreneurs in low-income neighborhoods build and sustain their businesses.

🕒 12 Weeks

💰 Min. Annual Revenue = \$25K

🏆 Up to \$13K in capital grants and industry-specific education, networks, and mentorship.

MID-STAGE GROWTH

Executive Education

Goldman Sachs 10,000 Small Businesses (10KSB)

Delivers growth-oriented small businesses education, support services, and pathways to capital.

🕒 12 Weeks

💰 Min. Annual Revenue = \$75K

🏆 5-year business growth plan and access to capital providers via CDFI and mission-driven lender loans.

Executive Education

Inner City Capital Connections (ICCC)

Supports small- and medium-sized businesses to build capacity for long-term sustainable growth..

🕒 40-hour self-paced program

💰 Min. Annual Revenue = \$150K

🏆 Flexible, "Mini-MBA", 1:1 coaching, access to capital, networking, and a \$2K grant opportunity. Offered in Spanish.

LATER-STAGE GROWTH

Executive Education

Building for Growth (BFG)

Strengthens BIPOC- and woman-owned construction companies' operations, increases bonding capacity, and secures contracts.

🕒 18 Weeks

💰 Min. Annual Revenue = \$1MM and/or be on course to reach or exceed \$2MM in next 3 years.

🏆 Industry-focused training, 1:1 mentorship, peer to peer B2B networking, connections to industry partners.

Succession Planning

Succession Ready

For small business owners considering retirement, succession, or selling their business.

🕒 5 Weeks

💰 Min. Annual Revenue = \$500K

🏆 A customized and actionable transition plan and network of resources.

Program Benefits

- TUITION-FREE
- ACTIONABLE FROM DAY 1
- DRIVEN BY COMMUNITY BUILDING
- RUNWAYS TO CAPITAL
- NATIONAL RECOGNITION



To learn more, visit icic.org



ICIC Programs

Support Small Business Growth



About ICIC

The Initiative for a Competitive Inner City (ICIC) was founded by renowned Harvard Business School Professor Michael Porter in 1994 as a research and strategy organization that today is widely recognized as a preeminent authority on the economies of underserved communities. ICIC drives inclusive economic prosperity in under-resourced communities through innovative research and programs to create jobs, income, and wealth for local residents.

ICIC has seven tuition-free programs that support the growth of small businesses serving and/or operating in underserved and under-resourced communities. This assistance is the most effective strategy for increasing employment in these locations.

Rooted in Research

ICIC's research helps public, private, nonprofit, and community leaders understand and respond to under-resourced* communities' economic development challenges. We emphasize solutions that create and improve businesses and jobs and generate wealth. We work to identify and break down systemic and structural barriers facing residents and businesses to help close the racial wealth gap.

What Sets ICIC Apart?

- **TUITION-FREE** thanks to the generosity of our sponsors.
- **ACTIONABLE FROM DAY 1** because of relevant educational content by top-notch instructors with small business expertise.
- **DRIVEN BY COMMUNITY BUILDING** where entrepreneurs make meaningful connections and grow their networks with other small business owners throughout the United States and Canada.
- **RUNWAYS TO CAPITAL** where business owners have the opportunity to earn grants and position their businesses to access the capital they need to grow.
- Along with our programs, ICIC provides **NATIONAL RECOGNITION** through its **IC100 Award**, which celebrates the 100 fastest-growing businesses in under-resourced communities, and, upon completion of your program(s), admission into **ICAN**, a dynamic alumni network made up of more than 7,000 business owners in 800+ cities, and 55 states, territories, and Canadian provinces.

MARC COLEMAN

President & CEO, The Tactile Group
Philadelphia, PA

10KSB (2013), ICC (2016),
IC100 (2021)



“ The caliber of the teaching is top-notch and you get the opportunity to be part of a vibrant network. I was able to take the lessons I learned and apply them to my business immediately, which led me to be a proud winner of the IC100 Award. Attend an ICIC program! The time you invest will be well spent.”



To learn more, visit icic.org

*ICIC defines an under-resourced community as an area of concentrated poverty within urban and suburban communities

