

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





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	STARTUP AND EARLY-STAGE GROWTH			MID-STAGE GROWTH		LATER-STAGE GROWTH		ADDITIONAL OPPORTUNITIES	
	Goldman Sachs One Million Black Women: Black in Business (BIB)	BIPOC Entrepreneurship Through Acquisition (BETA)	Santander Bank's Cultivate Small Business (CSB)	Goldman Sachs 10,000 Small Businesses (10KSB)	Inner City Capital Connections (ICCC)	Building for Growth (BFG)	Succession Ready (SR)	Inner City 100 (IC100) Award	Inner City Alumni Network (ICAN)
Program Type	Executive Education	Acquisition Accelerator	Executive Education	Executive Education	Executive Education	Executive Education	Succession Planning	National Recognition	Alumni Network
Program Description	Provides Black women-owned sole proprietors tools to help grow revenue, hire, and develop an action plan.	Offers existing and aspiring BIPOC (Black, Indigenous, People of Color) entrepreneurs the education, tools, and access to capital needed to acquire and run an existing small business.	Helps women-, BIPOC-, and immigrant owned early-stage food entrepreneurs in low-income neighborhoods build and sustain their businesses.	Delivers growth-oriented small businesses education, support services, and pathways to capital.	Supports small- and medium-sized businesses to build capacity for long-term sustainable growth.	Helps BIPOC- and woman-owned construction companies grow revenues, increase bonding capacity, and secure contracts.	A short series of education workshops to help small business owners develop and navigate a successful succession plan for their businesses.	25-year-old award that identifies and celebrates the 100 fastest-growing businesses in under-resourced communities nationwide.	Provides the 7,000+ graduates of ICIC programs with ongoing professional development, visibility and recognition, and robust networking and collaboration opportunities.
Program Fee	Free	Free	Free	Free	Free	Free	Free	Free	Free
Time Commitment to Graduate (hours)	60	85	48	120-150	40	35-45	15	N/A	Ongoing
Scheduling	10 weeks of online classes; in-person orientation and graduation sessions	8 weeks 5 weekly virtual sessions, 3 in-person sessions	Biweekly 1.5-hour classes for 16 weeks	12 weeks of classes offered three times a year.	Self-paced program. Mandatory attendance to Opening Seminar and Annual Conference required. Completion of 40 credits required for graduation	18 weeks of virtual classes	5 weekly in-person classes	N/A	Ongoing
One-on-One Coaching/ Mentorship	Y	Y	Y	Y	Y	Awarded selectively	N	Awarded selectively	N
Minimum Annual Revenue/# Employees	\$25K	N/A	\$25K/1 full-time employee	\$75K/2 full-time employees	\$150K	\$1MM and/or be on course to reach or exceed \$2MM within the next 3 years	\$500K	\$500K	N/A
Deliverables	Action Plan	Certificate of Completion	Final Action Plan	5-Year Business Growth Plan	Varies by business needs, many create a Capital Pitch Deck	Business plan	Succession Plan	Recognition as an IC100 Winner	N/A
Geographic Requirements	National	Rhode Island	Dallas, Massachusetts, Miami, New York, Rhode Island and Philadelphia	National	HQ must be in an under-resourced area or 40% of employees must reside in an under-resourced area	National	Rhode Island	HQ must be in an under-resourced area	National. Chapters in Boston, Chicago, DC, Baltimore, Atlanta, LA, Oakland (In italics launches in 2023)
Attendee Requirements	Black women sole proprietors	BIPOC entrepreneurs and aspiring entrepreneurs	Focuses on women, minority-and/or immigrant-owned businesses	Must be owner/co-owner	Must be owner/co-owner. Focuses on women, veteran, LGBTQ, minority-and/or immigrant-owned businesses.	BIPOC- and woman-owned construction contractors	Rhode Island based-business	N/A	N/A
# of Years in Business	1+	N/A	1+	2+	2+	Past the start-up phase	N/A	4+	0+
Industry	All Industries	All Industries	Food related industries	All Industries	All Industries	Construction	All Industries	All Industries	All Industries
Grants Opportunities Available	Y (\$2K stipend opportunity)	Y (\$3.5K stipend opportunity and acquisition funding options)	Y (between \$2.5K - \$13K upon completion)	N	Y (opportunity to receive a \$2K grant upon completion)	N	N	N	N/A
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