



INNER CITY CAPITAL CONNECTIONS

ACCELERATING SMALL BUSINESS GROWTH AND ACCESS TO CAPITAL

Capital access can be a hurdle for even the most successful small businesses — especially in America's inner cities where 71% of businesses are dramatically undercapitalized. This financing gap significantly limits the ability of inner city businesses to grow and create jobs in their communities.

“The conference was spectacular. It was a MBA experience wrapped into one day.”

DR. DENNIS DEER, CEO, DEER REHABILITATION SERVICES

Building Capacity and Access

Inner City Capital Connections (ICCC) is the country's only program that educates investment-ready inner city companies about accessing capital and achieving sustainable growth. By focusing on distressed communities, ICCC reaches a diverse network of businesses: 74% of all ICCC companies are minority-owned and 32% are women-owned.

In addition to assisting businesses build capacity, ICCC facilitates access to growth capital by bridging relationships with ICIC's network of investors, lenders and advisors. ICCC helps small businesses:

- **SPARK GROWTH.** ICCC executive education helped participants to: 91% address business needs, 56% enhance growth plan, 16% increase revenue and 47% position for capital.
- **BUILD A NETWORK.** Seventy-four percent of participating firms made at least one capital provider contact after ICCC, and the average number of connections was eight.
- **RAISE CAPITAL.** ICCC participants have raised over \$1 billion in capital, encompassing \$853 million in debt and \$371 million in equity. Of these businesses, 82% raised equity within one year, and 71% raised debt capital within one year after participating in the program.

- **CREATE JOBS.** Research shows that for every 10 direct jobs generated by an ICCC business, an additional seven indirect and induced jobs are created in the community. Participating ICCC businesses have created nearly 5,000 jobs in their communities.

Reaching More Businesses

ICCC is scaling its impact, reaching more businesses across the country. Entrepreneurs can now participate in Philadelphia, Birmingham, Dallas or Boston executive education to prepare their businesses for capital infusion and sustainable growth.

Following the executive education session, participants connect with their coach and participant in webinars that further their learning. Lastly, the participants are invited to put their learning into action and formally pitch their businesses to capital providers at the ICCC National Conference in New York City. To date, 834 small businesses and 150 capital providers have participated in the program.

“After the program we went to five banks and had three commitments for lines of credit. The turnaround was just staggering.”

JANET SLOAN, PRESIDENT, SEVILLE STAFFING

Learn more

If you are interested in learning more or applying to ICCC, visit icic.org, or contact Hyacinth Vassell at hvassell@icic.org.

ICIC'S MISSION IS TO DRIVE ECONOMIC PROSPERITY IN AMERICA'S INNER CITIES THROUGH PRIVATE SECTOR INVESTMENT TO CREATE JOBS, INCOME AND WEALTH FOR LOCAL RESIDENTS. WWW.ICIC.ORG