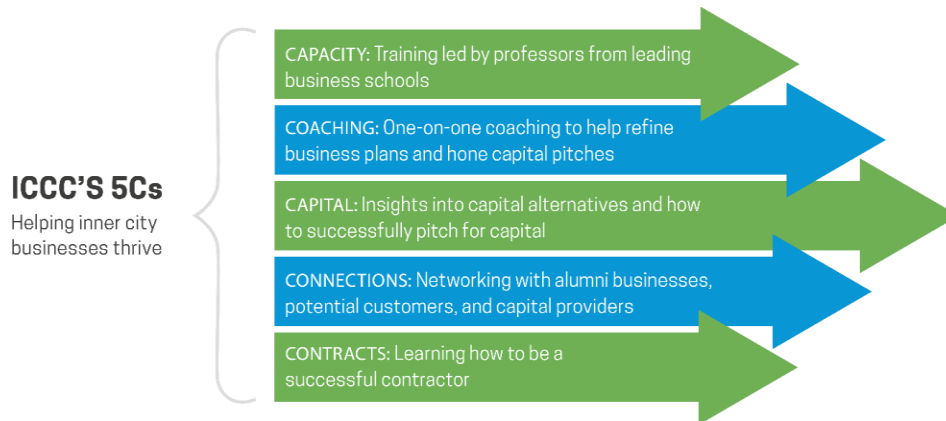


# INNER CITY CAPITAL CONNECTIONS

Coming to Springfield & Western MA on Thursday, August 8, 2019

**ICCC** is a national program designed by the [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. Designed for busy executives of all expertise levels, our tuition-free program provides:



Since 2005, **2,221 ICCC alumni** have averaged **160% growth** in revenue, created **19,907 jobs**, and raised **\$1.92 billion** in capital. As our alumni succeed, we promote sustainable business growth in underserved communities across the country, and your partnership is vital to this effort.

We recruit businesses with the following qualifications: \*

- 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
- Be past the survival stage. We typically work with businesses with annual revenues of at least \$500,000.
- Have been in operation for two years or more and past the proof-of-concept stage. 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.*

**Do you know of any businesses that fit this profile?** If so, **NOMINATE** them today at [nominate.iccapitalconnections.org](http://nominate.iccapitalconnections.org) and encourage them to apply.

**Does your business fit this profile?** If so, **APPLY** today at [apply.iccapitalconnections.org](http://apply.iccapitalconnections.org).

For alumni success stories, see our **2018 Impact Report** at [impact.iccapitalconnections.org](http://impact.iccapitalconnections.org).

For questions, contact Vi Mai, Senior Program Coordinator, at [vmmai@icic.org](mailto:vmmai@icic.org) or (617) 238-3038.



**ICIC**

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Life is exciting. Let us help.

# INNER CITY CAPITAL CONNECTIONS

## PROGRAM STRUCTURE



### NATIONAL CONFERENCE

The culminating conference centers around helping participants refine their capital pitch and gain access to capital providers. Participants exit the program with a strong sense of capital alternatives, a sharpened strategic focus, a vibrant network, and a plethora of capital connections.



### OPENING SEMINAR

The ICCC executive education program kicks off with a full-day seminar. Classes are led by professors from top-line business schools, and content taught is practical and actionable. These classes set the foundation for the rest of the program.



### COACHING

One-on-one coaching gives participants individualized feedback and helps them position their business for long-term success. Coaching helps individuals refine their pitch for capital and/or tackle specific business challenges.



### WEBINARS

Virtual sessions complement and deepen learnings from the opening seminar. Webinars are led by experienced practitioners and are geared towards helping participants overcome their growth challenges.



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