



# INNER CITY CAPITAL CONNECTIONS

Positioning Inner-City Businesses For Long-Term Success

**Greater Baltimore 2018\***

**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.

The 40-hour program spans 3-6 months and covers a diversity of topics, including best practices in strategy, sales and marketing, talent recruitment and management, and entrepreneurial finance. It is structured as follows:

- Opening Seminar (**Baltimore's seminar is on Thursday, July 26**)
  - If this date is not possible, consider attending one of our 9 other seminars.
- Webinars (August to October 2018)
- Individualized coaching with bankers/consultants (October 2018)
- National Conference in New York City (**November 2018**)
  - This includes the opportunity to pitch live to capital providers and to network with ICCC participants from all of our 10 cohorts.

Participants graduate from ICCC with a clearer understanding of their growth plan, custom solutions to their unique business challenges, and a new network of peers, mentors, and capital providers.

Nationally, 1,700 ICCC alumni—41% of whom are women and 65% of whom are minorities—reported:

- 172% growth in revenue
- 16,000 jobs created, with more than half paid above \$40,000
- \$1.47 billion in total capital raised

**“The professors were wonderful and insightful! We could not pay for this level of educators.”**

*W. Dwight McLeod, CEO, Capstone Strategy Group,  
ICCC Philadelphia Participant '17*

**Apply for the 2018 ICCC program today at [apply.iccapitalconnections.org](http://apply.iccapitalconnections.org)**

ICCC is offered at no cost to all accepted participants thanks to our sponsor, Kaiser Permanente! Participants are, however, responsible for travel and lodging related to the opening seminar and national conference.

For questions regarding the application process, contact Senior Associate Mike Shore at 617-238-3021 or [mshore@icic.org](mailto:mshore@icic.org).

*\* Greater Baltimore Area includes Baltimore City and Anne Arundel, Baltimore, Carroll, Harford, Howard and Queen Anne's Counties*