



INNER CITY CAPITAL CONNECTIONS (ICCC)

Program Background & Participant Profile

ICCC increases the flow of capital to urban firms and communities while helping firms achieve sustained growth. It is the country's only program that educates investment-ready inner city companies about forms of capital and then matches them with capital providers. ICCC serves growth-oriented firms that are significant job creators and engines of community development. Among alumni, 24% have revenues of \$5 million or more, 54% employ 10 or more people, and more than half lead firms that have been established for 10 years or more. 72% of these firms are minority-owned and 32% are woman-owned.

Program Objectives & Delivery

ICIC research has found that more than two-thirds of inner city firms are dramatically undercapitalized, having on average only a quarter of the capital needed to compete in their industries. ICCC is designed to change that reality but is not solely focused on capital access. It is uniquely constructed to meet the three critical needs of high growth urban entrepreneurs as identified by ICIC's research: access to 1) capital, 2) leadership and management education, and 3) enhanced business networks and increased visibility.

ICCC offers a comprehensive, 40-hour curriculum featuring top-tier business school faculty, practitioners, CEOs, and capital providers. This year, ICCC will commence with Executive Education seminars in Boston (June 8), Philadelphia (June 23), Chicago (July 28), Worcester (August 24), Milwaukee (September 12), and St. Louis, Dallas and Los Angeles (dates TBD). ICCC will then host its National Capital Matching Conference in New York this November. By year end, we will have served 600 entrepreneurs, building upon the 350 reached in 2015 and 180 who participated in 2014.

Each Executive Education Training Day enables participants to explore the full spectrum of financial options available for their businesses and learn the best practices for building business capacity to prepare for an influx of capital. Coaching is a key component of the ICCC experience. It begins at the Training Day and bridges the Training Day and Conference. In-person and virtual coaches advise participants in managing a growth challenge or refining their pitch to capital providers. Webinars reinforce critical management and leadership topics. At the National Capital Matching Conference, participants and alumni apply what they have learned and connect with a variety of capital providers including private equity, venture capital, angel funds, mezzanine finance, and commercial banking.

Demonstrated Impact

By pairing targeted management education and capacity building with capital training and matchmaking, ICCC enables entrepreneurs to consider critical components of their business strategy and operations as they prepare for capital infusion. Our 2015 Impact Report highlights that 63% of participants found ICCC positioned them for capital and 68% said ICCC positioned them for growth. And as these firms grow, they create jobs: the average increase in job creation post-ICCC was 56%.

Among 2014 ICCC participants, 90% raised debt capital within one year and 100% raised equity capital within two years of participating in the program. Since 2005, program alumni have raised more than \$1.3 billion in debt and equity capital and created more than 11,000 new jobs, of which 61% are held by inner city residents. Each year, we survey participating firms and alumni to track their growth and success accessing capital, and solicit their feedback on the program. We invite you to review our findings in the complete 2015 Inner City Capital Connections impact report [here](#).