

**Goldman  
Sachs**

**10,000  
small  
businesses**



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# Program Overview

Led by Co-Chairs Lloyd Blankfein, Warren Buffett, Michael R. Bloomberg and Dr. Michael Porter, a public private partnership to **unlock the growth and job creation potential of small business owners** across the U.S.

## Business & Management Education

- Best in class curriculum designed by Babson College, the nation's top-ranked entrepreneurship school
- 100 in-class hours of practical tools for immediate application

## Access to Capital

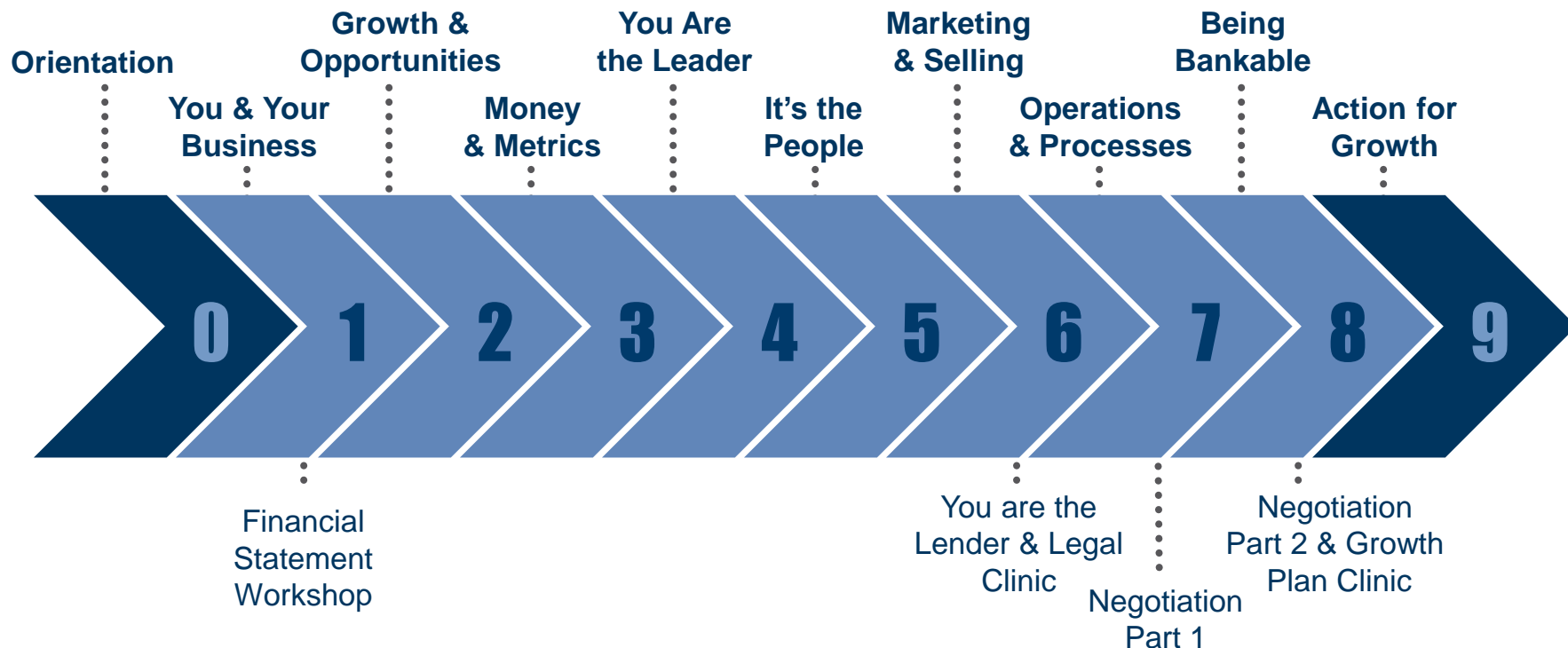
- Opportunity to access capital is delivered through Community Development Financial Institutions (CDFIs) and local community based lenders, who also provide loan recipients with technical assistance

## Business Support Services

- Provided with expert advice and technical assistance through partnerships with local government, law firms, economic development organizations and the people of Goldman Sachs

**Revenue Growth & Job Creation**

# Education Curriculum



# Meaningful Impact on Growth and Job Creation

~**70%**

**Increase Revenues**  
**within six months**  
vs. 45% national rate\*

~**50%**

**Create Net New Jobs**  
**within six months**  
2x national rate\*

**99%**

**Program Graduation Rate**

\* The National Small Business Association (NSBA) Year-End Report. (2015).  
Retrieved March 24, 2016 from <http://www.nsba.biz/wp-content/uploads/2016/02/Year-End-Economic-Report-2015.pdf>

# Selection Criteria

## Typical Business Criteria



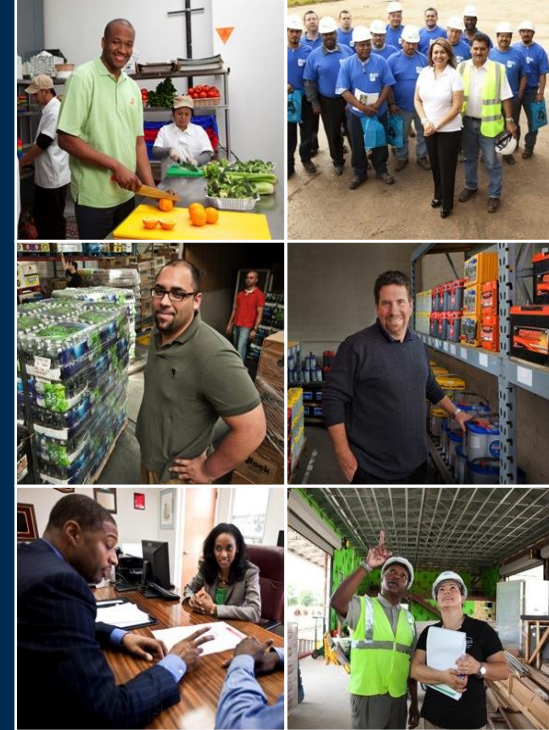
- 1 Owner or co-owner of a business
- 2 Been in operation for at least two years
- \$ Annual revenues above \$100,000
- Have at least 2 employees
- Desire to grow and create jobs

Revenue Growth and Job Creation are key measures of SUCCESS

# What Does The Application Ask For?



- **Initial Application**
  - Information about the applicants business
  - Information about the applicant
  - Acknowledgement of the Program Expectations
- **Invitation to Interview - Part 2 Application**
  - Additional Information about the applicant and the business
  - Supporting Materials and Financial Documents
- **30-Minute Interview**



# Apply Today



## You built your business, we'll help you grow it.

For more information and to apply online:

**[www.10ksbapply.com/baltimore](http://www.10ksbapply.com/baltimore)**