

Overview

Goldman Sachs *10,000 Small Businesses* is a \$500 million investment to help small businesses in the United States create jobs and economic growth by providing entrepreneurs with a practical business education, access to capital and business support services. The program is based on the broadly held view of leading experts that greater access to this combination of education, capital and support services best addresses barriers to growth. *10,000 Small Businesses* is funded by Goldman Sachs and The Goldman Sachs Foundation. For more information, visit www.goldmansachs.com/10000smallbusinesses

- **Practical Business and Management Education:** Goldman Sachs *10,000 Small Businesses* is contributing \$200 million to program partners, including local community colleges and business schools. Funds go towards scholarships, and faculty training and technical assistance. Students receive a practical education that focuses on skills they can apply immediately, including accounting, marketing and human resources management.
- **Access to Capital:** Goldman Sachs *10,000 Small Businesses* has committed \$300 million through a combination of lending and philanthropic support to Community Development Financial Institutions (CDFIs). The investment will increase the amount of growth capital available to small businesses in underserved communities and expand the capacity of CDFIs to deliver financing and technical assistance to small businesses.
- **Business Support Services:** Small business owners often face challenges finding networking opportunities and expert advice. The initiative provides these vital support services through partnerships with national and local business organizations, professional services firms and the people of Goldman Sachs.

Eligible Small Businesses

Goldman Sachs *10,000 Small Businesses* is designed for business owners with limited resources who have a business poised for growth. Applicants must demonstrate a commitment to growing their business and creating jobs within their community. Business owners targeted include, but are not limited to: business revenues between \$150,000 and \$4 million in the most recent fiscal year; in operation for at least two years; at least four full-time employees; operations in economically disadvantaged areas; and a business model that could scale to create more jobs.

Locations

The program is currently operating in Houston, Chicago, Long Beach, Los Angeles, New Orleans and New York. It will continue to expand on a city-by-city basis.

About Houston

Houston is the nation's fourth-largest city, and the greater Houston area is home to 117,886^[1] small businesses, according to U.S. Census Bureau data. Houston is an ideal location for *10,000 Small Businesses* given the city's economic growth, appetite for entrepreneurial activity, education, and capital, and the dedication of state and local leaders to supporting business growth and job creation.

According to U.S. Bureau of Labor Statistics, Houston registered the nation's second strongest employment gains during the past year, increasing employment by 2.6% and adding approximately 65,000 private-sector jobs between July 2010 and July 2011.

Between 2000 and 2010, Houston was the fastest-growing metro area, according to Rice University's Kinder Institute for Urban Research, with an increase of over 1.2 million people.

^[1] 117,886 businesses with 1-99 employees. US Census Bureau with ICIC Analysis

Partner Institutions

Goldman Sachs *10,000 Small Businesses* convenes partners who are leaders at a national and local level in academia, business and philanthropy. In Houston, Goldman Sachs is working with community partners to provide education, capital, and support services. Each local market also benefits from the guidance of the *10,000 Small Businesses* National Advisory Council, which is co-chaired by Lloyd Blankfein, Warren Buffett and Dr. Michael Porter. Partners within the Greater Houston area include:

Houston Community College: Houston Community College (HCC) is one of the nation's largest community colleges. Comprised of six colleges and 22 regional campus locations throughout the Houston/Harris County area, the majority of HCC's campuses are situated within the City of Houston. Since HCC's opening in 1971, it has served more than 1.3 million diverse students. HCC delivers the business and management education component of Goldman Sachs *10,000 Small Businesses*. For more information, visit www.hccs.edu/10ksb

Greater Houston Partnership: The principal objective of the Greater Houston Partnership (GHP), which traces its roots back to Houston's original Chamber of Commerce founded in 1840, is to build regional economic prosperity. GHP assists with business identification and program recruitment. For more information, visit www.houston.org

Houston Hispanic Chamber of Commerce: An affiliate of the U.S. Hispanic Chamber of Commerce, the Houston Hispanic Chamber of Commerce (HHCC) is the leading regional advocate for the economic and civic interests of Houston's Hispanic business community. Founded in 1977, HHCC represents and advocates for small businesses as well as corporations, creating local, national and international business and networking opportunities for its members. HHCC is holding topical economic development and capital clinics for local small business owners in support of Goldman Sachs *10,000 Small Businesses*. For more information, visit www.houstonhispanicchamber.com

Houston Minority Supplier Development Council: One of 39 regional affiliates of the National Minority Supplier Development Council, the Houston Minority Supplier Development Council (HMSDC) is a non-profit organization dedicated to the expansion of procurement and business opportunities for minority businesses of all sizes. HMSDC is the certifying arm for minority businesses seeking business with major corporations. The Council's certification is recognized by most major corporations, the City of Houston, the Houston Independent School District, the Port of Houston and the State of Texas. HMSDC is holding procurement and certification clinics for local small business owners in support of Goldman Sachs *10,000 Small Businesses*. For more information, visit www.hmbc.org

University of Houston Small Business Development Center Network: The University of Houston Small Business Development Center Network (UH SBDC) serves 32 counties in Southeast Texas through 14 business consulting and training centers, providing free business consulting and affordable training seminars to small and medium-sized business owners and managers. The UH SBDC helps entrepreneurs develop and strengthen business plans and strategies, attract customers, increase sales and improve productivity and profitability. UH SBDC will provide technical assistance and expanded loan packaging for small businesses in support of Goldman Sachs *10,000 Small Businesses*. For more information, visit www.sbdc.uh.edu