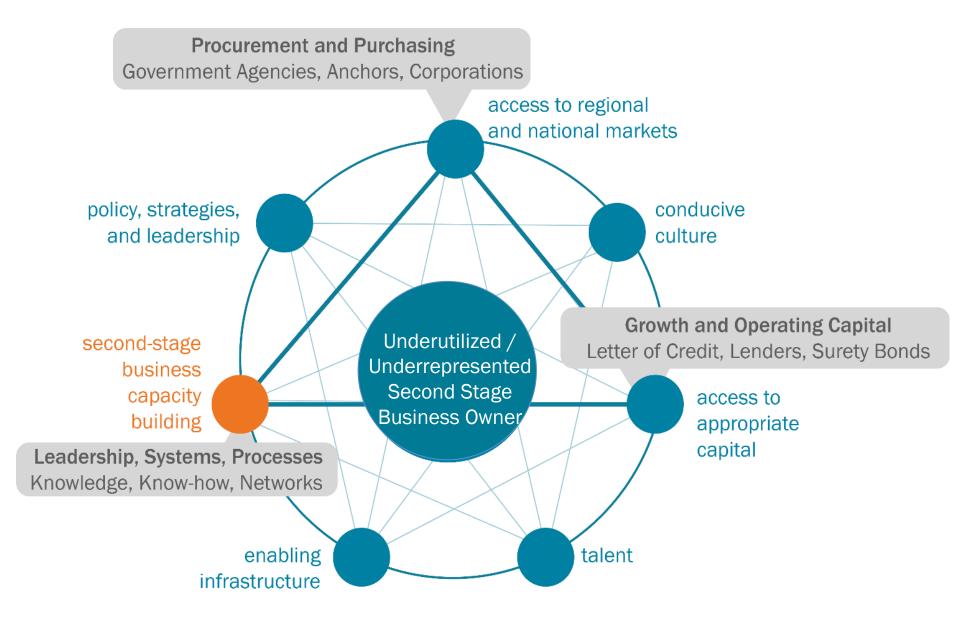






Catalyzing Equitable and Inclusive Ecosystems for Second-Stage Businesses







WHAT IS A SECOND-STAGE BUSINESS

- Existing Employers (10 to 99 employees)
- \$750K to \$50MM in revenue
- More confident and adept at risk-taking
- Demonstrated growth in employment and/or revenue during two of the past five years.
- Reaches regional, national or international markets.



UNLOCKING SECOND-STAGE GROWTH

CHALLENGES

Become more strategic; requires stability and separating management from leadership

Standardize procedures and policies

Build management team to leverage core competencies and embed winning culture

Financing aggressive second-stage growth

GROWTH DRIVERS

Increase in sales

Integration into larger and new markets

Right people, in the right job, with the right skills to get the job done

Access to affordable and flexible capital









LOCAL IMPACT IN YOUR CITY

StreetWise 'MBA' TM Outputs	business knowledge & management know-how	expanded networks	3-year Strategic Growth Action Plan™
Anchor Institution and Local Government Outcomes	businesses with the capacity to succeed as contractors – they can do it	increasing their network of minority suppliers	Increased confidence in contracting with local MWBEs
Business Outcomes	new contracts & financing secured	access to new markets	new revenue growth and new hires
Local Community Impact	quality local jobs created	thriving small businesses	strengthened economic resilience and increased local wealth





CITY GOVERNMENT PROGRAMS

BUILD UP HOUSTON Houston, TX 2015 – ongoing



Program Objective

Build the capacity of small construction companies currently operating and doing business in the city of Houston.

STRATEGIC STEPS New York, NY 2010 – ongoing



Program Objective

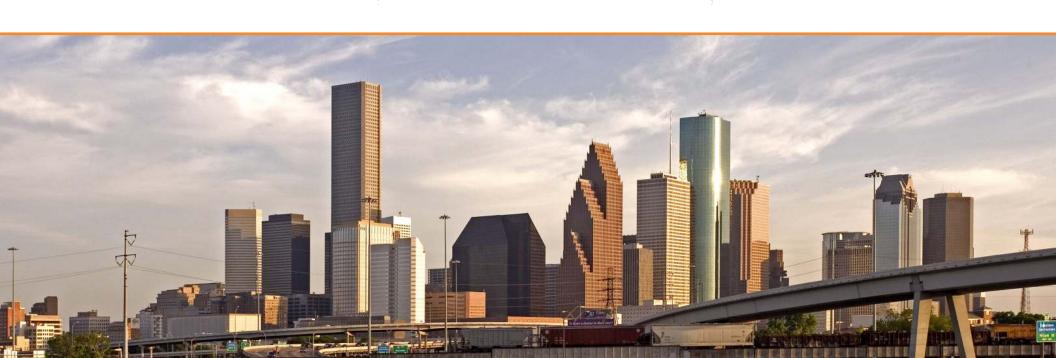
Build the capacity of certified MWBE firms to obtain procurement opportunities with New York University and the City of New York.

RISE UP SPRINGFIELD Springfield, MA 2017 – ongoing



Program Objective

Build the capacity of Springfieldarea participants to advance their businesses.







#IMPACTMATTERS IN HOUSTON, TX

BUSINESS GROWTH

- Businesses that increased or maintained annual revenue: 58%
- Average revenue growth: 45%
- Awarded over \$10 MM in new contracts

CREATING JOBS

- Firms that added/maintained jobs: 57%
- Jobs created or maintained: 292
- Average new employee salary: \$59,200
- Average full-time staff hired locally: 81%

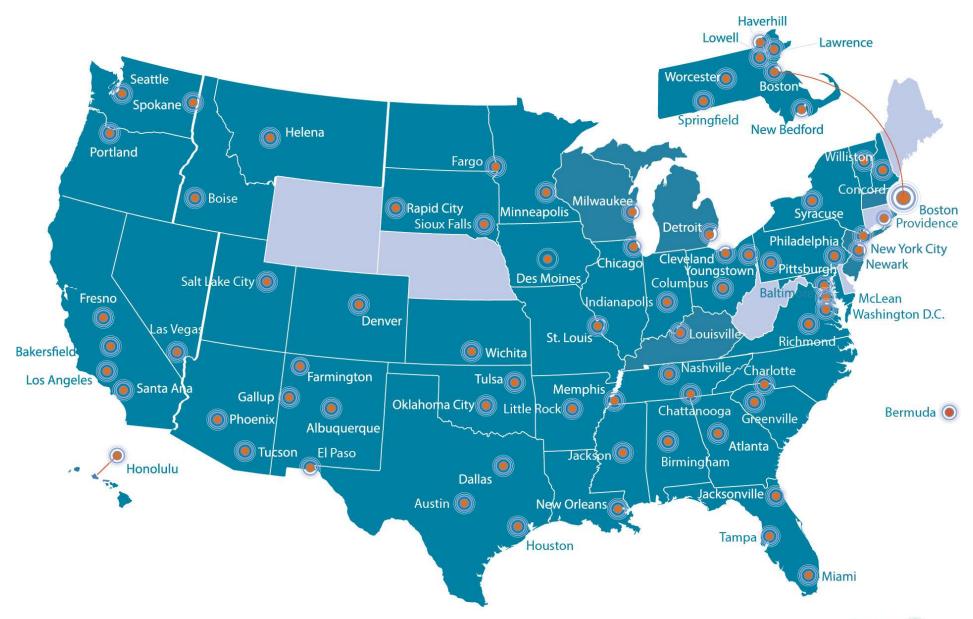
"The City of Houston is committed to increasing the capacity of our small businesses and their access to contracting opportunities. With the curriculum and resources provided in the Build Up Houston program, our small, minority, and women owned businesses will be strategically positioned to scale and grow."

– Mayor Sylvester Turner





24 partners | 85 communities | 6,000+ small businesses... and counting!







If you are committed to catalyzing an inclusive economic revitalization of your city, we should talk.

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