NEXT STAGE KC

Excel, expand, explore what's NeXt for your business

PRESENTED BY:
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AGENDA

Introductions
AltCap Partner Overview
InteriseOverview of StreetWise ‘MBA’ TM
The Impact NeXt Stage KC Criteria
Timeline
Q & A
WE'RE ON A MISSION

NeXt Stage KC is a development training program focused on assisting minority and women entrepreneurs expand their existing business and achieve new levels of growth.
| **SBA EMERGING LEADERS** | • partner since 2008  
• grown from 10 to 54 cohorts |
|--------------------------|--------------------------|
| **CLASSY AWARDS**        | • 2014 classy awards  
• "top five in economic development" |
| **WORLD BANK**           | • identified as one of the 25 "must see" education programs for established entrepreneurs in the world |
| **DRUCKER AWARD**        | • Interise was selected as one of the ten finalists for its StreetWise 'MBA' program, proven impact, and partnership model |

**BY THE NUMBERS**

- 75+ cities nationwide
- 8,000+ alumni, since 2004
- Interise businesses create jobs at 4x the rate of the private sector
GROWING ESTABLISHED SMALL BUSINESS

50% of all businesses will fail within five years
Small businesses employ about half of all private sector employees, and account for 63% of net new jobs (2002-2010)
Vast majority of small business services aimed at start-ups

KANSAS CITY...
(according to Lending Tree)
Ranked 49 of 50 for African American Entrepreneurs
Ranked 23 of 50 for women entrepreneurs, but average revenue is -$18K
"In the year since I completed the program, we have seen 57% growth, added three new employees, earned two new contracts, and became FBE, CSB, LPE certified."

- Jen Broskow
President, CGB Tech Solutions
2018 JOB CREATION by INTERISE small businesses

- 68% increased revenue by an average of 57%
- 52% created new jobs with average salary of $53K
- 4x the private sector annual job creation rate

2018 ANCHOR CONTRACTS by INTERISE small businesses

- 34% contracted with Eds, Meds, Gov, or Corporate
- $895 million, total value of contracts with Eds, Meds, Gov and corporate
- Median contract size - $195,000

Source: 2019 impact data for 616 Interise program graduates completing the annual assessment.
NATIONAL NETWORK

27 partners
85 communities
8,000+ small businesses
and growing
NeXt Stage KC Criteria

Own an established small business in operation for ≥2 years

Employers with at least 2 employees on payroll

Minority- and women-owned

Annual revenues between $150,000 and $10,000,000

Companies can be in Kansas and Missouri

Liliane Lemani, African Designs, 2019 AltCap Your Biz Winner

COMMMITTED TO GROWTH AND MAKING TIME TO WORK ON THEIR BUSINESS
PROCESS AND TIMELINE

Online application - February 14, 2020 Deadline

Interview on rolling basis

Fee - $1,000

- Actual cost of program is $10K and subsidized by AltCap and Kauffman

- Scholarships available on a limited basis

Cohort of up to 20 businesses to begin Spring 2020