



Inner City Power to ProsperSM

The Institute for Entrepreneurial Excellence strengthens our community by supporting and nurturing business growth and developing successful entrepreneurs. It is now one of the largest institutes in the country dedicated to assisting entrepreneurs and closely-held businesses manage key issues. Since its inception, the Institute has helped create over 1,000 businesses, raised \$250 million in business capital and provided educational programs to more than 25,000 business leaders. The Institute strengthens home grown businesses thus providing employment, the lifeblood for our region's citizens.

The Institute does more than just launch new companies. It educates, counsels, and provides resources for small and mid-sized firms in all stages: conception; growth; and next generation transitioning. The Institute is recognized as the "go-to" organization in western Pennsylvania for entrepreneurs and closely-held businesses.

A Unique Business Development Program for Small Businesses

The Institute's Inner City Power to ProsperSM program helps established small business owners plan, achieve, and manage the long-term growth and success of their business and incorporates the award-winning StreetWise Steps™ curriculum, covering topics such as:

- Access to capital
- Government contracting
- Financials
- Strategic planning
- Marketing and sales
- Human resources

The experience pulls entrepreneurs out of isolation by providing access to the resources, relationships, and structure that facilitate business growth.

This program is ideal for business owners who:

- Are located in an inner city neighborhood in Pittsburgh.
- Have been in business a minimum of 3 years.
- Have full time employees other than themselves.
- Generate at least \$300,000 in revenue.
- Looking for new ways to sustain and grow their businesses.

For more information about the Institute's Inner City Power to ProsperSM program, contact Chris Kush at cakush@katz.pitt.edu or 412-648-1806.