

Goldman Sachs *10,000 Small Businesses*

North Dakota

10,000 Small Businesses



Agenda

- Who We Are
- Program Overview
- Curriculum & Logistics
- Meaningful Impact
- How to Apply
- Q&A

10,000 Small Businesses

Our Partners



A \$750mm commitment from the Goldman Sachs Foundation to offer a comprehensive business training and access to capital for small business owners across the United States



Babson College is the nation's leader in entrepreneurship education.

Babson serves as the Goldman Sachs 10,000 Small Businesses National Academic Partner



ICIC is a national nonprofit that drives inclusive economic prosperity in under-resourced communities through innovative research and programs.

ICIC serves as the Goldman Sachs 10,000 Small Businesses National Outreach and Recruitment Partner

100+

Local and national partnerships deliver the program across the country

10,000 Small Businesses

Program Overview



Business Education

- Best in class 100-hour curriculum includes accounting, negotiating, marketing and employee management
- Emphasis on peer-to-peer learning and collaboration
- Culminates in detailed 5-year growth plan

Pathways to Capital

- Opportunity to learn how to access capital and additional resources
- Partnerships with local CDFIs across the country

Business Support Services

- Partner with local chambers of commerce, government, economic development organizations
- Business owners receive expert advice and technical assistance from industry experts and advisors

Revenue Growth & Job Creation

10,000 Small Businesses

Our Reach



The program has reached entrepreneurs from **all 50 states**, Washington D.C. and Puerto Rico

EDUCATION SITES

Alabama	Missouri
Arkansas	Montana
Baltimore	North Carolina
Ohio	North Dakota
Dallas	New Hampshire
Detroit	New Orleans
Houston	New York City
Iowa	Rhode Island
Indiana	South Dakota
Miami	Utah
Minnesota	West Virginia
Mississippi	Wyoming

CAPITAL SITES

Arizona	North Carolina
Colorado	Oregon
Georgia	Tennessee
Kentucky	Washington
Maine	Pittsburgh
Minnesota	S.F. Bay Area
Montana	Virginia

NATIONAL COHORT EDUCATION PROGRAM

The program is available to business owners from all 50 states, Puerto Rico, Washington D.C. and the US Virgin Islands through the blended (on-line/face-to-face) program including a 4-day, in-person intensive in NYC.



10,000 Small Businesses

Education Overview



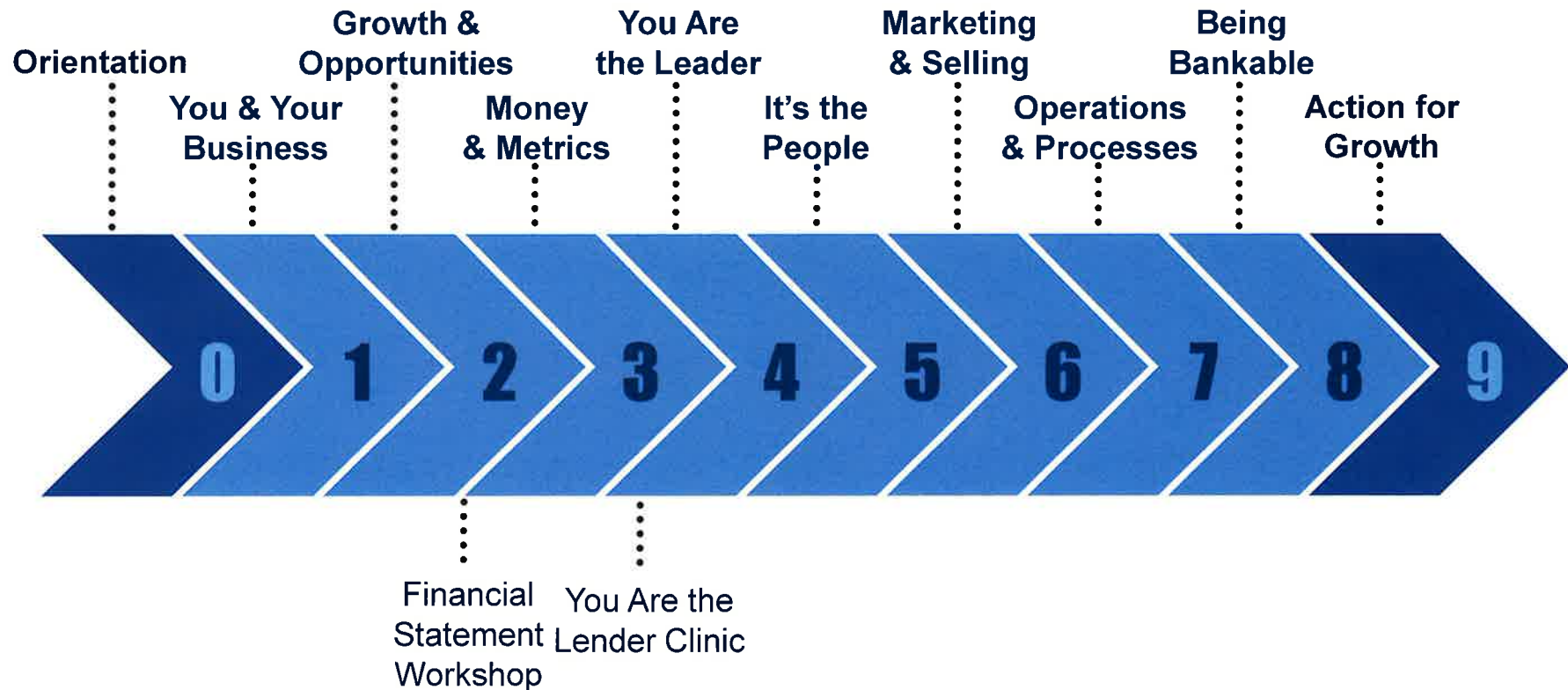
- Delivered at **no cost**
- **Peer-to-peer** learning and collaboration
- Cohort size of **30-40**
- Participants develop a **5-year strategic growth plan** that can be used to help increase revenues and create jobs

100+

hours of instruction delivered over 12 weeks

10,000 Small Businesses

Education Curriculum



Growth Plan: a strategic and tactical implementation roadmap to guide your business forward based on a specific growth opportunity



- Guides all course material directly to your business
- Includes:
 - Personal statement of your growth aspirations
 - Strategic overview of the business inputs necessary to achieve that growth
 - Implementation plan

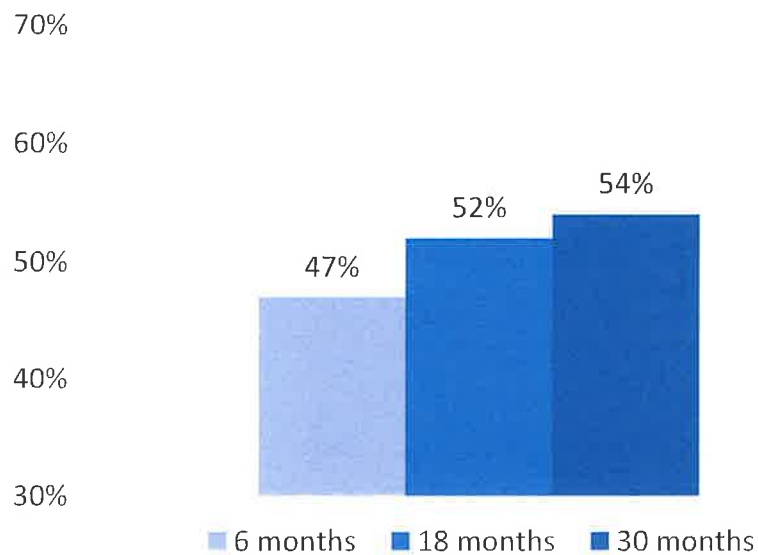
The program is designed to facilitate the growth of your business and yourself as a leader. The primary tool for stimulating this development is the creation of your Growth Plan.

10,000 Small Businesses

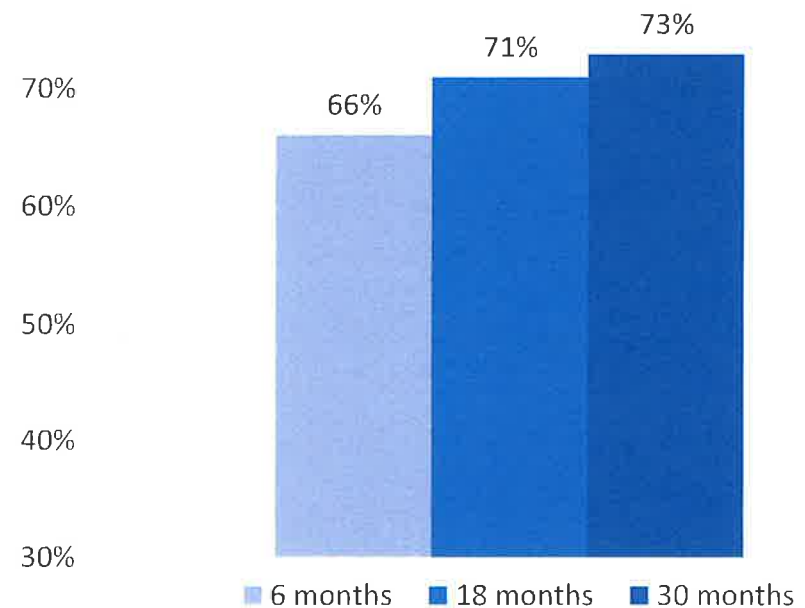
Meaningful Impact



Job Growth after Graduation



Revenue Growth after Graduation



96% Graduation Rate

10,000 Small Businesses

Meaningful Impact



85%

of program graduates do
business together

Paying it forward

“We’ve got a network of other business leaders who are inspiring people every day, and who are also fighting the same fight we are.”

Toutou Marsden, Dell-Lea Weddings & Events
10,000 Small Businesses graduate



65%

of alumni mentor other businesses

What to Expect

Our Commitment to You

- Full scholarship
- Practical curriculum to drive business growth
- Skills that can be applied immediately
- Local & national alumni network
- Pathways to capital

Your Participation

- Attend all learning sessions
- Willingness to take part in peer-to-peer collaboration
- Demonstrate a commitment to revenue growth and job creation
- Create & submit a growth plan
- Complete monitoring & evaluation surveys

10,000 Small Businesses

Selection Criteria



Owner or co-owner of a business



Been in operation for at least two years



Annual revenues above \$75,000



Have at least 2+ employees (including yourself)



Desire to grow and create jobs

10,000 Small Businesses

Important Dates



Curriculum and Program Schedule

Orientation (In-person)	Feb. 24 - 26
Growth and Opportunities (Online)	Mar. 1 - 5
Financial Statements Workshop (Online)	Mar. 8 - 12
Money and Metrics (Online)	Mar. 15 - 19
You are the Leader (Online)	Mar. 29 - Apr. 2
It's the People (Online)	Apr. 5 - 9
Marketing and Selling (Online)	Apr. 12 - 16
Operations and Processes (Online)	Apr. 19 - 23
Being Bankable (Online)	Apr. 26 - 30
Action for Growth (In-person)	May 11 - 14

North Dakota Cohort

Applications Due	November 4, 2026
Class Begins	February 24, 2027
Class Ends	May 14, 2027

Apply Now at gs.com/10ksb-north-dakota | Contact Us at bsc.10ksb@bismarckstate.edu

10,000 Small Businesses

Apply Today



You built your business.
We'll help you grow



Please direct your questions to
Karmen.Sorenson@BismarckState.edu

701.224.2480 *direct*