

Goldman Sachs 10,000 Small Businesses is an initiative to unlock the economic growth and job-creation potential of 10,000 small businesses across the United States through greater access to business education, financial capital, and business support services. The Community College of Philadelphia has partnered with the Goldman Sachs 10,000 Small Businesses initiative to help small businesses in the Greater Philadelphia region grow and create jobs.

Value to Business Owners

- A scholarship covering tuition and program materials through the support of the Goldman Sachs Foundation.
- A practical 100-hour business entrepreneurship training program that examines business fundamentals through the lens of your actual business experiences.
- Comprehensive one-on-one business advisory services to help you develop and implement a business growth plan.
- Development of a personalized growth plan tailored to your business.
- Access to technical assistance and coaching.

Time Commitment

Your obligation includes at least ten hours of out-of-class activities each week. These assignments are an integral part of the program, and are designed to help you improve your business while enabling you to fully develop your business growth plans. The additional time commitment outside of class will include:

- Business support services such as technical assistance;
- Customized, one-on-one business advice; and
- Time spent completing assignments in advance of each class.

The ten hours looks like this:

- * One-on-one meetings with my business advisor (.5 hours per week).
- * Faculty office hours for personalized and small group support (two 1-hour sessions per week).
- * Me: Individual time to complete assignments (3.5 hours per week).
- * Me: Peer-to-peer meetings related to assignments (1 hour, per week).
- * Me: Growth group zoom meetings related to assignments (1 hour, per week).
- * Me: Growth group meetings (ad hoc) for peer support (1 hour, per week)

FYI: During January, I will have one 1:1 (one-hour) zoom call with my business advisor.

ClassTime Commitment

Classes will begin on Monday, January 11, 2021 with Orientation Week to provide me with support and guidance on how to successfully engage and get the most out of my 10KSB experience. I will have classes every week, see next page for detailed schedule. **I am required to be present at all sessions (which will be held via “zoom”).** If I have scheduling emergencies, I will immediately email Franne McNeal, Education Services Director, FMcNeal@ccp.edu.

The number of hours required for online delivery supports the high quality of content, peer connections and business support services.

I am expected to connect on “zoom” 15 minutes prior to each session for networking and tech support assistance. The zoom link for all webinars is: <https://ccp.zoom.us/j/3327680776>.

My growth groups start on Thursday, January 14, 2021. I will be assigned a time slot (8:30-9:30am, 10-11am or 11:30am – 12:30pm) to regularly meet with my growth group. *No growth group meeting 3/4/21 and 3/11/21.*

I am encouraged to attend faculty office hours. This is “reserved” time for me to get extra support. I will bring my questions about Mod content, brainsharks, exercises, and liveplan. *No faculty office hours or BA weekly 1:1 's the weeks of March 1st and March 8th.*

Cohort 23 – Spring 2021 “ONLINE” Schedule*

The zoom link for all 10KSB Cohort 23 at CCP webinars: <https://ccp.zoom.us/j/3327680776>.

Module / Clinic / Event	Part 1 – Opening Webinar	Faculty Office Hours	Part 2 – Closing Webinar
Orientation: You & Your Business	Mon, Jan 11, 2021, 8-10:30am	Wed, Jan 13, 2021, 8-10:30am <i>This is a required session</i>	Fri, Jan 15, 2021, 8-10:30am
Mod 1: You & Your Business	Tues, Jan 19, 2021, 8-10am	Wed, Jan 20, 2021, 12-1pm	Fri, Jan 22, 2021, 8-10am
Mod 2: Growth & Opportunities	Mon, Jan 25, 2021, 8-10am	Tues, Jan 26, 2021, 12-1pm Wed, Jan 27, 2021, 12-1pm	Fri, Jan 29, 2021, 8-10am
Financial Statements Workshop	Mon, Feb 1, 2021, 8-10am	Tues, Feb 2, 2021, 12-1pm Wed, Feb 3, 2021, 12-1pm	Fri, Feb 5, 2021, 8-10am
Mod 3: Money & Metrics	Mon, Feb 8, 2021, 8-10am Wed, Feb 10, 2021, 11am-Noon	Tues, Feb 9, 2021, 5-7pm Wed, Feb 10, 2021, 12-1pm	Fri, Feb 12, 2021, 8-10am
Mod 4: You Are the Leader	Mon, Feb 15, 2021, 8-10am	Tues, Feb 16, 2021, 12-1pm Wed, Feb 17, 2021, 12-1pm	Fri, Feb 19, 2021, 8-10am
Mod 5: It's the People	Mon, Feb 22, 2021, 8-10am	Tues, Feb 23, 2021, 12-1pm Wed, Feb 24, 2021, 12-1pm	Fri, Feb 26, 2021, 8-10am
You Are the Lender Clinic	Tues, Mar 2, 2021, 8-11:30am	N/A	N/A
Lab: Growth Plan I	Tues, Mar 2, 2021, 5-7pm	N/A	N/A
Negotiations I Clinic	Wed, Mar 3, 2021, 1-5pm	N/A	N/A
Mod 6: Marketing & Selling	Mon, Mar 15, 2021, 8-10am	Tues, Mar 16, 2021, 12-1pm Wed, Mar 17, 2021, 11-Noon <i>This is a required session</i> Wed, Mar 17, 2021, 12-1pm	Fri, Mar 19, 2021, 8-10am
Mod 7: Strategic Growth Through Operations	Mon, Mar 22, 2021, 8-10am	Tues, Mar 23, 2021, 12-1pm Wed, Mar 24, 2021, 12-1pm	Fri, Mar 26, 2021, 8-10am
Negotiations II Clinic	Wed, Mar 31, 2021, 1-5pm	N/A	N/A
Lab: Fin Forecast II		Wed, Mar 31, 2021, 6-8pm	N/A
HR & Legal Clinic	Thurs, Apr 1, 2021, 1-4pm	N/A	
Lab: Growth Plan II		Thurs, Apr 1, 2021, 6-8pm	N/A
Mod 8: Being Bankable	Mon, Apr 5, 2021, 8-10am	Tues, Apr 6, 2021, 12-1pm Wed, Apr 7, 2021, 12-1pm	Fri, Apr 9, 2021, 8-10am
Mod 9.1: Action for Growth	Mon, Apr 12, 2021, 8-10am	Tues, Apr 13, 2021, 12-1pm Wed, Apr 14, 2021, 12-1pm	Fri, Apr 16, 2021, 8-10am
Mod 9.2: Putting It All Together/Graduation	Mon, Apr 19, 2021, 8-11am Tues, Apr 20, 2021, 8-11am	N/A	Wed, Apr 21, 2021, 8-11am

Dates subject to change.

For more information, please visit www.ccp.edu/10ksb or call 215-516-3700.

Graduation requirements include submission of the following by 10am, Monday, April 12, 2021: a) final growth plan with five year financial forecasts (growth opportunity and existing business), b) graduation M&E (diagnostic and confidence checklist), and c) final 3-slide powerpoint.

10KSB at Community College of Philadelphia (CCP) Team:

Joseph Appiah, Program Manager
 Miranda Berger, Alumni Manager
 Robert Broenstein, Business Advisor
 Joan Chrestay, Executive Director
 Franne McNeal, Education Services Director
 Rebecca Melton, Program Assistant
 Dr. Keanna Ralph, Outreach Director
 Bryan Smith, Business Advisor

10KSB at Community College of Philadelphia (CCP) Faculty:

Mod 0 & Mod 1, Franne McNeal
 Mod 2, Lisa Salley
 FSW I/II, Damon Gamble, CPA
 Mod 3, Damon Gamble, CPA
 Mod 4, Ronald Story
 Mod 5, Franne McNeal
 YATL, Damon Gamble, CPA
 Negotiations Clinic I, Mori Taheripour
 Mod 6, Bryan Smith
 Mod 7, James W. Haile, Jr.
 Legal Clinic, Ronald Story
 Negotiations Clinic II, Mori Taheripour
 Mod 8, Damon Gamble, CPA
 Mod 9, Franne McNeal



Joan Chrestay
Executive Director



Franne McNeal
Education Services



Bryan Smith
Business Advisor



Bob Borenstein
Business Advisor



Dr. Keanna Ralph
Outreach Director



Miranda Berger
Alumni Manager



Joseph Appiah
Program Manager



Rebecca Melton
Program Assistant



Franne McNeal
M0, M1, M5, Legal, M9



Lisa Salley
M2



Damon Gamble
FSW, M3, YATL, M8



Ron Story
M4



Mori Taheripour
Negotiations I/II



Bryan Smith
M6



James W. Haile, Jr
M7