

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 up to 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 (once we start Orientation):

- * One-on-one meetings with your business advisor (.5 hours per week).
 - * Faculty office hours for personalized and small group support (two 1-hour sessions per week).
 - * You: Individual time to complete assignments (4 hours per week).
 - * You: Peer-to-peer meetings related to assignments (1 hour, per week).
 - * You: Growth group zoom meetings related to assignments (1.5 hour, per week).
 - * You: Growth group meetings (ad hoc) for peer support (1 hour, per week)
- FYI: During January, you will have one 1:1 (one-hour) zoom call with your business advisor.*

ClassTime Commitment

Classes will begin on Wed, January 13, 2021 for Tech Onboarding Week to provide you with support and guidance on how to successfully connect and attend each session virtually. We have classes every week, see next page for detailed schedule. **You are required to be present at all class sessions (which will be held via “zoom”).** If you have schedule conflicts or emergencies, please 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.

We expect you connect on “zoom” 15 minutes prior to each session for networking and tech support assistance.

On Thursday, January 14th you will be assigned a time slot (8:30-10am, 10:30-Noon or 1-2:30pm) to meet with a small group. For future Thursdays, you will be assigned a “permanent” time slot (8:30-10am, 10:30-Noon or 1-2:30pm) to regularly meet with small group. Zoom links will be provided.

DRAFT - Cohort 23 – Spring 2021 “ONLINE” Schedule*

Zoom links will be provided.

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