Particularly in economic downturns, these are the businesses that shouldn’t succeed. Yet, year after year, Interise businesses outperform the private sector as a whole. 2015 was no exception.

Since 2004, Interise has achieved impact with a model for accelerating economic development through small business growth in low- to moderate-income communities.

Particularly in economic downturns, these are the businesses that shouldn’t succeed. Yet, year after year, Interise businesses outperform the private sector as a whole. 2015 was no exception.
"1 of 25 must-see entrepreneurial education programs in the world for established small businesses"

SMALL BUSINESS CAPACITY BUILDING

The StreetWise 'MBA'™ builds small business capacity to enable long-term, small business growth strategies, preparing established business owners to weather and capitalize on changes in the business environment.

18 Partners
45 States
85 Communities
4,200 Small Businesses
30,000 New Jobs
THE INTERISE BUSINESS

65% of Interise businesses are minority-owned and/or located in a low- to moderate-income (LMI) community.

ON AVERAGE

$2M Annual Revenue

14 Years in Business

17 Employees

Top 5 Industries

Professional Services 29%
Construction 18%
Manufacturing 9%
Admin & Support Services 6%
Health & Social Assistance 6%

"As a black-owned business, we have one shot to make a good impression. We build business on trust."

Victor Washington, Washington & Sons' A/C and Heating
2014 Participant, Build Up Houston, City of Houston
70% of Interise businesses created new jobs.

New Jobs Created: 2,129
Average Salary: $52K

Interise businesses create jobs at 9x the rate of the private sector.

70% #Interise companies created new jobs, w/ AVG salary of $52K. #ImpactMatters
www.interise.org/ImpactMatters

tweet THIS
#ShowUsYourImpact

70%  INTERISE COMPANIES INCREASED REVENUES BY AVERAGE OF 43%¹

5.8  NEW JOBS CREATED PER BUSINESS ³

MINORITY-OWNED COMPANIES CREATE 7.2 JOBS PER BUSINESS

BUSINESSES OPERATED IN A LOW-TO-MODERATE-INCOME (LMI) COMMUNITY AND MINORITY-OWNED BUSINESSES INCREASED REVENUES AT HIGHER RATES: 44% AND 48%, RESPECTIVELY.

PERCENT REVENUE GROWTH ²

43%  NETWORK
44%  LMI
48%  MINORITY-OWNED

AVERAGE SALARY OF NEW JOBS

$52K

#SWMBA BUSINESSES CREATE JOBS AT 9X THE RATE OF THE PRIVATE SECTOR!

www.interise.org/ImpactMatters

TWEET THIS

RESEARCH AT INTERISE

Interise’s evaluation data spans the first Boston StreetWise ‘MBA’™ cohort of 2004 to the national cohorts at present. Many annual trends pertaining to outcomes for all established small businesses, as well as LMI and minority-owned small businesses, are reflected in Interise’s longitudinal evaluation data. Future Interise research will examine trends to identify explanatory factors and to formulate recommendations for public policy makers and philanthropic priorities that support economic development and the revitalization of low- to moderate-income communities. Nancy S. Lee, PhD, Senior Manager of Research and Evaluation

TOTAL VALUE OF NEW CONTRACTS

$655M

AVERAGE VALUE OF CONTRACTS, PER BUSINESS

$2.7M

CONTRACTS SECURED, BASED ON NUMBER OF CONTRACTS

44%  GOVERNMENT
45%  CORPORATE
9%  ANCHORS

AVERAGE CONTRACT SIZE

NETWORK

$171K

LMI

$149K

MINORITY-OWNED

$144K

REALIGNING THE ANCHOR SYSTEM

Interise data shows us that anchor institutions, such as universities and hospitals, can enable inclusive economic development through contracting with local small businesses. In 2016, Interise kicked off an action research initiative to shift the anchor model from “best product and best price” to one that also delivers local economic development. Using a systems thinking approach, two working groups of procurement officials, small businesses, capital lenders, and capacity builders convened to explore ways to realign the system to achieve this shift. Interise research into leverage points to increase local contracting will continue into 2017.

THE CONTRACTING FACTOR

The Contracting Factor compares Interise companies with government, corporate, and/or anchor contracts to companies without contracts. Companies with contracts not only create jobs the fastest, but they create better jobs.

Higher wages, salaries, and benefits - that’s the contracting factor.

<table>
<thead>
<tr>
<th>Benefit</th>
<th>Without Contracts</th>
<th>With Contracts</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>New jobs created</td>
<td>4.9</td>
<td>7.0</td>
<td>+43%</td>
</tr>
<tr>
<td>Salary paid</td>
<td>$48K</td>
<td>$58K</td>
<td>+21%</td>
</tr>
<tr>
<td>Provide health insurance</td>
<td>55%</td>
<td>68%</td>
<td>+13%</td>
</tr>
<tr>
<td>Training opportunities</td>
<td>40%</td>
<td>62%</td>
<td>+14%</td>
</tr>
</tbody>
</table>

ABOUT THIS REPORT: The 2016 annual assessment was sent to 1,669 alumni from 2013, 2014, and 2015 cohorts to collect 2015 business and behavioral data. 872 alumni completed the online questionnaire, resulting in a 52% response rate.

¹ Average, among job creators.
² Average, among companies of increased revenues.
³ Full-time equivalents (FTEs).

Securing New Capital

Across the network, the most common form of capital for all groups: new lines of credit. SBA-backed loans and commercial loans were the second most common form of capital. Equity financing was the least common, ranging just one to two percent.

NEW FINANCING

30%  $282K

Secured new financing in 2015
Average size of new financing

SECURED CAPITAL

% OF INTERISE BUSINESSES

<table>
<thead>
<tr>
<th>Lines of Credit</th>
<th>Non-SBA Backed</th>
<th>SBA Backed</th>
<th>Other</th>
</tr>
</thead>
<tbody>
<tr>
<td>23%</td>
<td>10%</td>
<td>5%</td>
<td>5%</td>
</tr>
</tbody>
</table>

IN SIGHT

OTHER

5%

NON-SBA-BACKED

10%

LINES OF CREDIT

23%

SBA-BACKED

5%

OTHER

5%
GROWTH PARTNERS: Garfield Foundation, Massachusetts Technology Collaborative, People’s United Community Foundation; PROGRAM PARTNERS: Apple Pickers Foundation, Boston Private Bank & Trust Company, Bristol County Savings Bank, Capital One, Eastern Bank Charitable Foundation, George and Jane A. Mifflin Fund, TD Charitable Foundation, Theodore Edson Parker Foundation; FOUNDING PARTNERS: Boston University, Citizens Bank, Chris Gabrieli & Josh Tolkoff