

12th Annual Inner City 100



What is the Inner City 100?

The Inner City 100 recognizes the 100 fastest growing companies in America's inner cities. Created by the Initiative for a Competitive Inner City (ICIC) twelve years ago, the program spotlights and supports growing companies in urban areas, highlighting the importance of creating healthy inner city economies in order to develop strong urban communities.

The Initiative for a Competitive Inner City is a national not-for-profit organization founded in 1994 by Harvard Business School Professor Michael Porter to promote business-led economic development in America's inner cities through private sector engagement that leads to job, income and wealth creation for local residents. ICIC brings together business and civic leaders to drive innovation and action, transform thinking, and accelerate inner city business growth.

Each year, ICIC seeks nominations and selects the fastest growing companies from among the applicants. Winners are determined based on revenue growth over a five year period (2004-2008 for the 2010 list). For the 2009 list, the median growth rate of the 100 winners was 236% over the five year period.



2010 Nomination Form

Eligibility for the 2010 Inner City 100

To apply for the list, companies are asked to complete a brief, one-page application form. Companies that qualify based on that application are then invited to complete a survey and provide financial documentation to verify self-reported sales figures.

To qualify for the 2010 Inner City 100, a company must:

- ▶ Be an independent, for-profit corporation, partnership, or proprietorship.
- ▶ Be headquartered in or have 51% or more of its physical operations in economically distressed urban areas.*
- ▶ Have ten or more full-time employees in 2008.
- ▶ Have a five-year operating sales history (2004-2008) that includes:
 - an increase in 2008 sales over 2007 sales
 - sales of at least \$200,000 in 2004 and at least \$1 million in 2008.

*Inner Cities are defined as urban areas within central cities with a population of at least 100,000 people that have higher poverty and unemployment rates and lower median household income levels than the surrounding Metropolitan Statistical Area (MSA).

Why nominate companies?

Participating nominating partners will help inner city businesses gain access to important resources as well as bring positive attention to their host cities and local economic development initiatives. Nominating partners will be recognized in local press releases and will be invited to send representatives to the Inner City 100 Summit along with the CEOs of the 100 winning companies.

How do companies benefit?

The Inner City 100 list receives substantial national and local media attention and is featured in *BusinessWeek SmallBiz* magazine. Past winners have cited meeting major investors, winning multi-million dollar contracts and gaining increased credibility as direct results of appearing on the list. Inner City 100 companies are also invited to the Inner City 100 CEO Forum at Harvard Business School.

Do you know companies that qualify? Please nominate today!

To nominate companies or for more information about the Inner City 100 program, please visit www.icic.org or contact **Alex Rodriguez** at **(617) 297-3140** or innercity100@icic.org.

Nomination forms may also be submitted online at www.icic.org/innercity100nomination2010 or sent to Alex Rodriguez via fax at (617) 292-2380 or mail at:

ICIC | 200 High St., 3rd Floor | Boston, MA 02110

THE DEADLINE FOR COMPLETED NOMINATION FORMS IS SEPTEMBER 30, 2009



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2010 Nomination Form

Please feel free to send multiple copies of this form should you want to nominate more than 3 companies.

Nominator Information

NOMINATOR NAME		TITLE	
ORGANIZATION			
ADDRESS			
CITY	STATE	ZIP	WEBSITE
PHONE	FAX	EMAIL	

Nominee(s) Information

1

COMPANY NAME			
ADDRESS (HEADQUARTERS)			
CITY	STATE	ZIP	WEBSITE
PHONE	FAX	EMAIL	
CONTACT NAME	TITLE	EMAIL	

2

COMPANY NAME			
ADDRESS (HEADQUARTERS)			
CITY	STATE	ZIP	WEBSITE
PHONE	FAX	EMAIL	
CONTACT NAME	TITLE	EMAIL	

3

COMPANY NAME			
ADDRESS (HEADQUARTERS)			
CITY	STATE	ZIP	WEBSITE
PHONE	FAX	EMAIL	
CONTACT NAME	TITLE	EMAIL	

Fax to (617) 292-2380 attn: Alex Rodriguez