

# ICIC's INNER CITY 10:

## The 10 Fastest Growing Inner City Companies in 10 of America's Largest Cities



### What is the Inner City 100?

Now in its tenth year, the Inner City 100 is a list of 100 of the fastest growing companies in America's inner cities. The program, a partnership between the Initiative for a Competitive Inner City (ICIC) and Inc. magazine, spotlights and supports growing companies in urban areas and highlights the importance of a strong economy in developing healthy urban communities.

Each year, ICIC and Inc. issue a call for nominations and select the fastest growing companies from among the applicants. The winners are determined based on revenue growth over a five year period. For the 2007 list, ICIC received over 4,500 nominations with the 100 winners averaging close to 535% growth over five years.

The Inner City 100 program has grown exponentially over the past ten years, due in large part to the enthusiastic support of our nominating partners -- companies, mayors, and not-for-profits -- who reach out to fast growing businesses in their communities and encourage them to apply. Over the years, the list has spotlighted thousands of thriving urban businesses who serve regional, national, and international markets; generate valuable new jobs; and make an incalculable difference in their communities.

In honor of the Inner City 100's tenth anniversary this year, ICIC plans to highlight inner city companies in cities that are leading the way in inner city revitalization. ICIC will identify and rank the ten fastest growing inner city companies in each of ten cities to highlight the importance of a healthy economy in developing healthy urban communities. **We hope that you will join us as a partner in compiling and showcasing these lists in your community.**

### PUTTING TOGETHER THE INNER CITY 10 LIST

To make this program a success in your city, we request your assistance with the following:

- Identifying fast growing inner city companies in your community.
- Assisting these companies with the application process.
- Recognizing these companies at an event in your area before April 30, 2008 (ICIC will handle press outreach for this event).

### ELIGIBILITY FOR THE INNER CITY 10

To qualify for the Inner City 10, a company must meet several criteria:

- 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 2006.
- Have a five-year operating sales history (2002-2006) that includes:
  - an increase in 2006 sales over 2005 sales, and
  - sales of at least \$200,000 in 2002 and at least \$1 million in 2006.

### BENEFITS FOR CITIES

Participating city partners will have the opportunity to send two representatives to the Inner City 100 Summit and Awards Dinner, a gathering of 1,000 business and community leaders dedicated to growing the inner city economy, to be held in Boston this spring. These organizations will also be recognized in all local press releases.

### BENEFITS FOR INNER CITY 10 COMPANIES

ICIC will reach out to local media to promote these companies' stories. As a direct result of appearing on the list, past winners have cited such results as meeting major investors, winning multi-million dollar contracts, and gaining increased credibility. In addition, winners are invited to attend the Inner City 100 Summit.

For more information, please visit [www.icic.org](http://www.icic.org) or contact Hannah Bascom at (617) 292-2363 x140 or [innercity100@icic.org](mailto:innercity100@icic.org).