



Minority Business Accelerator

A COLUMBIA CHAMBER *Program*



MINORITY OWNED BUSINESSES AT A GLANCE

SOUTH CAROLINA MINORITY OWNED SMALL BUSINESSES

MINORITY owned **23%**



TOTAL SOUTH CAROLINA BUSINESSES

RICHLAND COUNTY MINORITY OWNED SMALL BUSINESSES

MINORITY owned **37%**



VETERAN owned **13%**



FEMALE owned **39%**



TOTAL RICHLAND COUNTY BUSINESSES

CITY OF COLUMBIA MINORITY OWNED SMALL BUSINESSES

MINORITY owned **32%**



VETERAN owned **12%**



FEMALE owned **35%**



TOTAL CITY OF COLUMBIA BUSINESSES

LEXINGTON COUNTY MINORITY OWNED SMALL BUSINESSES

MINORITY owned **14%**



VETERAN owned **13%**



FEMALE owned **33%**



TOTAL LEXINGTON COUNTY BUSINESSES

STARTUPS IN SOUTH CAROLINA

MINORITY owned **13%**



TOTAL STARTUPS IN SOUTH CAROLINA

STARTUPS IN RICHLAND COUNTY

MINORITY owned **16%**



TOTAL STARTUPS IN RICHLAND COUNTY

Responsible for bringing in over **\$189M**

Data provided by census.gov



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1225 LADY STREET, SUITE 100 | COLUMBIA SC 29201
803.733.1110 // COLUMBIACHAMBER.COM

MBA CURRICULUM

The Columbia Chamber's Minority Business Accelerator uses the award winning and internationally-recognized StreetWise 'MBA'™ curriculum created by Interise, to aid business owners in developing a three-year Strategic Growth Action Plan™, which is customized to their individual business and details the strategies and tactics the owner and staff will take to increase revenue, financial management and improve access to capital.

During the 12 Month MBA Program Participants Can Expect To Learn:

- Business development strategies
- Strategic planning
- Financial management and analysis
- Human resources
- Accessing capital
- Securing corporate and government contracts

Is MBA The Right Fit For You and Your Business?

Our ideal candidates are tired of the status quo and looking to gain the business knowledge, skills and trusted networks needed to successfully grow and guide their businesses.

What Are We Looking For?

- Demonstrate ability to actively engage and successfully complete the program
- Businesses beyond the start-up phase, looking to scale
- Socially/Economically disadvantaged business (minority-owned, women-owned, veteran-owned)
- Business must be headquartered or have a significant presence in the Midlands

Ready to Apply?

To learn more about becoming a MBA participant contact
Sandra Metzdorf at smetzdorf@columbiachamber.com.



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APPLICATION

Full Legal Name: MR MS MRS _____
LAST NAME FIRST MIDDLE

Business Name: _____

Business Address: _____
STREET CITY STATE ZIP

Business Phone: _____ Cell Phone: _____

Business Website: _____ Email: _____

Industry: _____

Please provide a brief description of your business:

When did you start/buy your business? ____ / ____
MONTH YEAR

Are you the 100% owner? YES NO

If you are not the 100% owner, what percent do you own? ____ %

Number of current employees: Full-time _____ Part-time _____ Contractors _____

Please select all the categories that apply to you as the applicant:

- Asian Black or African American Native Hawaiian or Other Pacific Islander White or Caucasian
 American Indian Hispanic, Latino, or Spanish Origin Veteran LGBTQ

**As the business owner, please count yourself when answering this question.*

Total gross annual revenue for past three years (if applicable):

2017 _____ 2018 _____ 2019 _____ 2020 _____ (Projected gross annual revenue)



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PLEASE TELL US MORE ABOUT YOUR BUSINESS AND INTEREST IN THE MBA PROGRAM:

Where do you see your business in three years?

What are the “Top Three Things” you want to get out of the MBA program?

Please describe how you would plan to manage your time effectively to ensure active involvement in the MBA program:

How did you hear about the MBA program? (Please check all that apply):

- Government/Community Organization
 - Online Media
 - Print Media
 - Chamber Website
 - Email
 - Other: _____
-
- I understand that in order to participate I must be a member of the Columbia Chamber or willing to secure my membership prior to program start date. (Please check.)
 - I understand that I must have the desire to grow my business and hire employees or contractors and not be a lifestyle business. (Please check.)
 - I understand that to participate I must have a financial software system in place and being used and that I will provide my business profit and loss and balance sheet during the interview. (Please check.)
 - I understand that if selected a \$500 nonrefundable participation fee is required prior to program start date. (Please check.)
 - I understand that part of the evaluation for selection into the MBA program is an interview with program facilitators and I agree to make myself available. I agree to, if accepted, meet monthly with my coach and financial expert and also submit a required, monthly activity report. (Please check.)

Once application is complete, save and send via email to **Sandra Metzdorf** at smetzdorf@columbiachamber.com.



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SPONSORSHIP OPPORTUNITIES

MBA Champion | \$10,000*

- Recognition as MBA Champion sponsor in electronic communication to program participants
- Logo recognition as MBA Champion sponsor on the Columbia Chamber website
- Logo inclusion on PowerPoint during class session
- Logo inclusion in participant manual as MBA Champion sponsor
- Opportunity to participate in the end of session graduation
- Opportunity to provide literature on capabilities and services to MBA participants
- Opportunity to have representative(s) attend up to three sessions for networking opportunities with program participants
- Opportunity to have representative serve as subject matter expert participating in a session as a panelist or guest presenter (to be coordinated in advance with MBA Program Administrator)
- Opportunity to recommend vendors/suppliers to participate in the MBA Program (participants must meet qualifications to be considered)
- Category exclusivity

** Only 3 sponsors allowed*

MBA Supporter | \$5,000** Investor

- Recognition from podium as MBA Supporting Sponsor at the end of session graduation
- Recognition as MBA Supporter on the Columbia Chamber website
- Logo inclusion on PowerPoint during networking hours of each session as MBA Supporter
- Opportunity to have one representative attend one of the sessions to network with MBA participants and address the group with remarks and provide literature on capabilities and services
- Company name recognition in the MBA Participant Manual as MBA Supporting Sponsor
- Opportunity to recommend vendors/suppliers to participate in the MBA Program (participants must meet qualifications)

*** Multiple sponsors allowed*



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SPONSORSHIP AGREEMENT

SPONSOR INFORMATION

Sponsor Organization: _____

Contact: _____

Phone: _____ Email: _____

Our organization agrees to be a sponsor of this event at the indicated level below (check one):

- MBA Champion (\$10,000)
- MBA Supporter (\$5,000)
- MBA Custom (\$_____)

PAYMENT METHOD

Cash Check Visa MasterCard American Express Discover

Name on Card: _____ Card #: _____

Exp. Date: _____ 3-Digit Authorization Code: _____

Authorized Sponsor Signature: _____ Date: _____

Chamber Representative Signature: _____ Date: _____

Please scan and email this agreement to Ashleigh Pair Conner at aconner@columbiachamber.com.



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