



*Tapping the Economic Power of
Utah's Entrepreneurial Ecosystem*

Karen Gunn, MBA
Executive Director, Goldman Sachs *10,000 Small Businesses* Program
Salt Lake Community College

The Power of Entrepreneurship and Small Business

- Generated 64% of net new jobs in the last 15 years
- Represent 99.7% of all employer firms
- Hire 40% of all high tech workers
- Produce 13 times more patents per employee than large patenting firms
- 48% owned by women



The Power of Entrepreneurship and Small Business In Utah

Objectives:

- *Strengthen and Grow Existing Businesses*
- *Increase Innovation, Entrepreneurship, Investment*
- *Increase National and International Business*
- *Prioritize Education to Develop the Workforce*

Salt Lake GS10ksb Data:

- 122 total scholars to date
- 67 graduates support economic objectives:
 - *Creation of 157 new jobs*
 - *Total aggregate revenue increase of over \$142 million*
 - *50% women-owned*
 - *100% representing state-identified economic clusters*

10,000 SMALL BUSINESSES

Building Blocks for Growth

EDUCATION FOR BUSINESS GROWTH

Curriculum designed by Babson College, the nation's top-ranked entrepreneurship school. Focuses on skills that can be applied immediately.



SUPPORTIVE NETWORK OF ADVISORS + PEERS

Participants and alumni connect to collaborate on ideas with peers, subject matter experts and business advisors.



ACCESS TO CAPITAL

Opportunity provided through Community Development Financial Institutions (CDFIs) and local community-based lenders.

= REVENUE GROWTH AND JOB CREATION

10,000 SMALL BUSINESSES

Salt Lake Program Alumni Panel



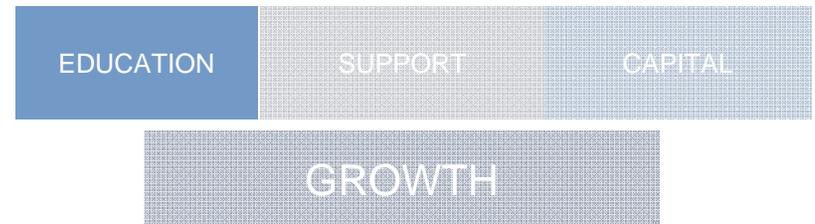
Dr. Rachot Vacharothone
After Hours Medical Care



Lewis (Smokey) Peck,
Pro-Recycling Group



Julieta Hernandez,
Matrixx Massage



Additional Information About Goldman Sachs 10,000 Small Businesses

- *Stimulating Small Business Growth: Progress Report on Goldman Sachs 10,000 Small Businesses:*
www.goldmansachs.com/citizenship
- *Application to the Salt Lake Goldman Sachs 10,000 Small Businesses Program:* www.slcc.10ksb.com
- *Program accepting applications for Cohort V beginning Aug. 15, 2014*