



For Immediate Release:

**Yale School of Management - The Goldman Sachs Foundation
Partnership on Nonprofit Ventures
Announces National Business Plan Competition Results**

**Yale School of Management-
The Goldman Sachs Foundation
Partnership on Nonprofit Ventures**

*Supported by
The Pew Charitable Trusts*

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***655 Nonprofit Organizations Enter Competition;
20 Are Selected to Final Round***

New Haven, CT, February 19, 2003 - “The Yale School of Management – The Goldman Sachs Foundation Partnership on Nonprofit Ventures” today announced its selection of 20 nonprofit organizations to proceed to the final round of the National Business Plan Competition for Nonprofit Organizations.

The 20 finalists are in the planning stage, or early stages of operating income-generating business ventures. (For a full report on the finalists and Competition entrants, see www.ventures.yale.edu/statusreport.asp.)

The 20 finalists will present their business plans to a panel of expert judges at the first Annual Conference and Awards Ceremony to be held on **May 1-2, 2003**, in downtown **New York City** at the Smithsonian National Museum of the American Indian. The judging panel will select four grand-prize winners, each of whom will receive \$100,000 and four semi-finalists, each of whom will receive \$25,000. In addition to cash awards, the winners will receive hundreds of hours of technical business planning consultations to assist their organizations in implementing their ventures.

The judging panel will consist of a diverse collection of experience and expertise that lends tremendous value to the Competition. It includes: **Roger Brown**, Executive Chairman of Bright Horizons Family Solutions; **Chandy Chandrashekhar**, Vice President of Goldman, Sachs & Co.; **Catherine Clark**, Director of the Research Initiative in Social Entrepreneurship and Adjunct Professor at Columbia Business School; **J. Gregory Dees**, Faculty Director of the Center for the Advancement of Social Entrepreneurship at Duke University's Fuqua School of Business; **Gary Mulhair**, Managing Partner of Global Partnerships and former President and CEO of Community Wealth Ventures and Pioneer Human Services (both nonprofit enterprises); **Barry Nalebuff**, the Milton Steinbach Professor at the Yale School of Management and a leading expert on competitive strategy; and **Lynn Taliento**, Principal of McKinsey & Company and co-founder and leader of the Firm's Global Nonprofit Practice.

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Yale SOM Professor **Sharon M. Oster**, a leading authority on competitive strategy and nonprofit management and co-faculty director of The Partnership, explained, “We are enormously enthusiastic about the quality of these business proposals. Our evaluation team, comprised of Yale SOM alumni, Goldman Sachs employees, McKinsey & Company consultants, and other experts in the field had a most rewarding, yet challenging task. Though it was quite difficult to turn down plans that were truly superb, we expect many of these ventures will move forward with other sources of funding and project champions, and we hope that they return to our Competition next year.”

Stanley J. Garstka, Deputy Dean of Yale’s business school and co-faculty director of The Partnership added, “We are most excited for the next iteration of the Competition. The judges will have their hands full in deciding between these excellent plans.”

About The Partnership on Nonprofit Ventures

The Partnership on Nonprofit Ventures was funded through combined grants totaling \$4.5 million made by The Pew Charitable Trusts and The Goldman Sachs Foundation. The Partnership grew out of the partners’ growing concern that nonprofits increasingly find the need to enter the marketplace to generate new revenues beyond their philanthropic activities, and need guidance and resources to do so.

About The Yale School of Management

The mission of the Yale School of Management is to educate leaders for business and society. The school prides itself on preparing men and women to combine rigorous business skills with a broader appreciation for the economic, social, and political factors that shape the global environment. The Partnership on Nonprofit Ventures brings together three strands of the Yale School of Management’s teachings—entrepreneurship, business skills, and social responsibility—to nonprofit organizations, infusing its program with the philosophy that superb business and management skills are a critical ingredient for leadership in every sector of the economy—private, public, and nonprofit. Since 1993, the Yale School of Management has been consistently rated #1 in Nonprofit Management among the nation’s graduate management programs by *U.S. News and World Report*.

About The Goldman Sachs Foundation

The Goldman Sachs Foundation is a global philanthropic organization funded by The Goldman Sachs Group, Inc. The Foundation’s mission is to promote excellence and innovation in education and to improve the academic performance and lifelong productivity of young people worldwide. It achieves this mission through a combination of strategic partnerships, grants, loans, private sector investments, and the deployment of professional talent from Goldman Sachs. Funded in 1999, the Foundation has awarded grants in excess of \$40 million since its inception, providing opportunities for young people in more than 20 countries.

Media Advisory: Following is a list of the 20 nonprofit organizations selected to move to the Final Round of the National Business Plan Competition for Nonprofit Organizations. For customized news stories, journalists are encouraged to select an organization(s) in their geographic area and to track its business development throughout the Competition.

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NATIONAL BUSINESS PLAN COMPETITION FOR NONPROFIT ORGANIZATIONS FINALISTS SELECTED TO ROUND III		
TYPE OF BUSINESS VENTURE	NONPROFIT ENTRANT NAME	VENTURE DESCRIPTION
Environment	Alameda Point Collaborative <i>Website Under Construction</i> Alameda, CA	The Alameda Point Collaborative will create a retail plant nursery on the site of a former military base. While providing a needed service to a new community that is being built from the ground up, the plant nursery will generate revenue for the APC's housing and service programs, provide job training and employment for formerly homeless people, and transform neglected land to an ecologically sustainable use.
Manufacturing/ Employment/Training	Appalachian by Design www.abdinc.org Lewisburg, WV	This enterprise will launch a luxury women's suit line, made-to-order. The marketing strategy is to sell the product at retail prices through trunk shows at resorts and special events.
Arts and Culture	Arts Council of New Orleans www.artscouncilofneworleans.org New Orleans, LA	Two ArtWorks retail stores will be the for-profit arm of the Louisiana ArtWorks program and facility, a 90,000 sq. ft. arts complex focused on the visual arts. The stores will market quality art and crafts products of Louisiana artists to tourists and residents.
Education	Benetech Initiative www.benetech.org Palo Alto, CA	Bookshare.org is an online library that offers accessible digital books to people in the US who are blind or have significant reading disabilities, by allowing users to legally share scanned books through a subscription service that meets stringent copyright exemption requirements.
Education/Consulting	Benhaven, Inc. North Haven, CT	Benhaven is launching its Learning Network, offering consultation to public school special education programs throughout Connecticut, to provide school system personnel with support to serve students with autism effectively.
Employment/Training	Centre for Women www.centreforwomen.com Tampa, FL	This venture will market wheelchair ramps and other handicap accessible modifications to seniors and the disabled on a fee for service basis. All services will be provided by female crews.

Information Technology/Retail	CompuMentor www.techsoup.org/discountech San Francisco, CA	DiscounTech is a unique service that harnesses the web to sell donated and discounted software and hardware technology to nonprofits at the lowest possible cost.
Financial Products	D2D Fund, Inc. www.d2dfund.org Roxbury, MA	D2D (“Doorways to Dreams”) Fund Inc. is building a web-based financial transaction and record keeping system for financial institutions. D2D and its partner SunGard Data Systems have developed the "Online IDA," to provide banks, credit unions and possibly mutual fund families with a cost effective means to distribute Individual Development Accounts (IDAs), either directly or in partnership with other organizations.
Manufacturing/Employment/Training	El Puente Community Development www.mujerbrera.org/elpuente El Paso, TX	Diseños Mayapán is a garment manufacturing facility that manufactures customized medical scrubs to meet the increasing demand for affordable, attractive uniforms for the expanding health, childcare, and medically related professions in the El Paso/West Texas area. The business will also create new business and employment opportunities for low-income, NAFTA-displaced workers, and Hispanic residents in the South Central El Paso area.
Arts and Culture	Guthrie Theater and The Children's Theatre Company www.guthrietheater.org and www.childrenstheatre.org Minneapolis, MN	Two of the nation's leading theater companies, the Guthrie Theater and The Children's Theatre Company, have formed a unique business partnership to capture additional value from the costumes designed for individual productions. CostumeRentals, LLC will enable schools, theaters, corporations and individuals across the United States to rent costumes at reasonable prices.
Financial Products	Inner City Christian Federation www.iccf.org Grand Rapids, MI	The ICCF Mortgage Brokerage Company offers mortgage brokerage services to provide mortgage financing and fair, affordable housing opportunities to the conforming and non-conforming borrowers.
Environment/Recreation	Island Alliance www.bostonislands.com/ia/ Boston, MA	The Island Alliance will operate an ecology-oriented retreat center and family camp on an island within the new Boston Harbor Islands National Park Area.
Travel Services	Los Ninos www.losninosinternational.org Chula Vista, CA	Los Ninos VolunTours will develop and market unique travel packages for business people, families and individuals that includes an opportunity to dedicate a portion of time to service learning and volunteerism.
Education/Arts and Culture	Musical Theatre Works www.mtwnyc.org New York, NY	MTW will operate a tuition-based, two-week summer program for graduating college and university seniors who seek careers in the theatre industry. Taught by industry professionals, the program will instruct students how to find and keep jobs in the competitive theatre business, while adapting to New York City's challenging environment.

Food Services and Catering	Nation's Capital Child and Family Development www.nccfd.org Washington, DC	This venture is an institutional catering service that sells meals to Washington, DC-based childcare programs and other human service organizations.
Health	Partnership for Community Health www.pchealth.org New York, NY	PCH's venture is a quarterly HIV/AIDS survey of 2,200 people living with HIV and AIDS. Subscribers will be able to purchase data on the practices, attitudes, self-reported physical and mental health status, care needs, barriers, and product preferences of people living with HIV/AIDS. They will also be able to gain more in-depth data points from focus groups conducted regionally each quarter.
Manufacturing/ Employment/Training	Rochester Rehabilitation Center www.rochesterrehab.org Rochester, NY	Parrett Paper sells a line of note cards, gift tags and holiday cards, and employs clients from its rehabilitation center.
Health	Scojo Foundation www.scojo.com Brooklyn, NY	Scojo Foundation will sell quality near-vision ("reading") glasses, starting in the urban markets of southern India and expanding into rural areas. This profit-generating enterprise will reach more than 200 million people in India who currently have no access to affordable glasses.
Employment/Training	Viet-AID www.winwincleaning.com Dorchester, MA	Win-Win Cleaning, Inc. will provide commercial cleaning services to corporate customers in the greater Boston area. The business will be structured as a business cooperative composed of small cleaning companies individually owned by members of the Vietnamese community in Boston.
Education/Arts and Culture	92nd Street Y www.92y.org New York, NY	"Live from the 92nd Street Y" is a multi-faceted, multimedia venture using satellite broadcasts and the Internet to sell the Y's programming to educational, community and cultural organizations across the globe.