



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

Supported by
The Pew Charitable Trusts

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For Immediate Release:

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

***551 Nonprofit Organizations Enter Competition;
20 Are Selected to Final Round to Compete
for \$500,000 in Prize Money and Business Planning Assistance***

New Haven, Conn., February 17, 2004 - "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. They will spend the next three months working with business planning consultants and Yale School of Management students to strengthen and finalize their business plans. (For a full report on the finalists and Competition entrants, see

www.ventures.yale.edu/statusreport_second_competition.asp.)

On **May 12 - 13, 2004**, the 20 nonprofit finalists will present their business plans to a panel of expert judges at the Second Annual Conference and Awards Ceremony in downtown **New York City** at the Museum of Jewish Heritage. The judging panel will select four grand-prize recipients, each of whom will receive \$100,000 and four runners-up, each of whom will receive \$25,000. In addition to cash awards, the winners will receive hundreds of hours of business planning consultations to assist their organizations in implementing their business ventures. Presentations are open to the public. To register, visit <http://www.ventures.yale.edu/aboutconference.asp>

The judging panel, still in formation, will consist of a diverse collection of experience and expertise that lends tremendous value to the Competition. It includes: **Rick Antle**, Senior Associate Dean of the Yale School of Management and the William S. Beinecke Professor of Accounting; **Richard Fishman**, Executive Vice President of MacAndrews & Forbes Group, Inc.; **Roderick von Lipsey**, Private Wealth Management, Goldman Sachs & Co.; 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, commented, “We continue to be enormously impressed by the high quality of the business ideas coming from the nonprofit sector. Once again, this year, our dedicated group of talented evaluators from the Yale School of Management, Goldman Sachs & Co., McKinsey & Company, and other experts in the field did a yeoman-like job in sorting among these excellent plans to help us find the 20 finalists. 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 the Yale School of Management and co-faculty director of The Partnership added, “It’s gratifying to see significant improvement in the quality of ideas, strategy, and business planning skills coming from the nonprofit community. We were also quite pleased to see that nearly 400 Yale School of Management alumni, about 10% of our alumni base, served as competition evaluators this year and last. This speaks to the close relationship between The Partnership on Nonprofit Ventures’ goals and our school’s mission—to educate leaders for business and society.”

About The Partnership on Nonprofit Ventures

The Partnership on Nonprofit Ventures was funded through combined grants totaling \$6 million made by The Goldman Sachs Foundation and The Pew Charitable Trusts. The Yale School of Management – The Goldman Sachs Foundation Partnership on Nonprofit Ventures educates nonprofits about nonprofit enterprise, serves as a mechanism for capitalizing promising profit-making ventures with financial support, and provides intellectual capital to build the practice of social entrepreneurship in the nonprofit sector at-large. As its signature event, The Partnership runs the National Business Plan Competition for Nonprofit Organizations. The Partnership maintains a comprehensive online Resource Center with current research, articles, and discussion boards on the subject of nonprofit enterprise and social entrepreneurship. For more information, visit <http://www.ventures.yale.edu>.

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*.

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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 \$43 million since its inception, providing opportunities for young people in more than 20 countries. For more information, visit <http://www.gs.com/foundation>.

About The Pew Charitable Trusts

The Pew Charitable Trusts support nonprofit activities in the areas of culture, education, the environment, health and human services, public policy and religion. Based in Philadelphia, with an office in Washington, D.C., the Trusts make strategic investments that encourage and support citizen participation in addressing critical issues and effecting social change. In 2003, with approximately \$4.1 billion in dedicated assets, the Trusts committed more than \$143 million to 151 nonprofit organizations. For more information, visit <http://www.pewtrusts.com>.

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 final round of the Competition.

**For more information, contact Samantha Beinhacker,
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SECOND NATIONAL BUSINESS PLAN COMPETITION FOR NONPROFIT ORGANIZATIONS ENTRANTS SELECTED TO FINALIST ROUND III	
NONPROFIT ORGANIZATION NAME	VENTURE DESCRIPTION
Bushnell Performing Arts Center Hartford, Connecticut www.bushnell.org	ElderArts offers stimulating and fun hands-on arts workshops, classes, and coaching for seniors residing in independent living and assisted living facilities.
Charles River Watershed Association Waltham, Massachusetts www.crwa.org	CRWA Resources is a start up venture that develops, manufactures, and sells SmartStorm®, a high-tech cistern/drywell system easily adapted to urban, suburban, and rural geographies, and residential and commercial settings. Intended to solve a myriad of water resource problems, it also provides non-potable water for residential and commercial lawn and landscape irrigation.
Child Care Resources Missoula, Montana www.childcaretraining.org	Child Care Resources' Online Training Venture will deliver high-quality, instructor led, short topic training, 24-hours a day, 7-days a week over the Internet to child care providers, so that they can meet their annual training and licensing requirements.
Coastal Enterprises, Inc. Portland, Maine www.ceicommunityventures.com	CEI Community Ventures Inc. (CCVI) is a for-profit socially responsible community development venture capital fund that will make private equity capital investments in 15-18 small companies and provide operational assistance to more than 100 companies in distressed communities in Maine, New Hampshire and Vermont. The fund covers its operating expenses by charging a management fee to its investors, and the fund and its investors realize profits when the companies in which they invest go "public" or are sold.
DARTS (Dakota Area Resources & Transportation for Seniors) West St. Paul, Minnesota www.darts1.org	DARTS is establishing a Vehicle Maintenance Service (VMS), an aftermarket vehicle repair service for passenger transportation vehicles, targeted to the Twin Cities Metropolitan area.
Doe Fund, The New York, New York www.doe.org	The Doe Fund will launch a pest control business for nonprofit housing providers, New York City government agencies, and Manhattan based building owners and property managers. It will serve as both a training ground and source of employment for unskilled homeless individuals reentering the workforce.
Dress for Success Cincinnati Cincinnati, Ohio www.dressforsuccess.org	The 4th Street Boutique is an upscale thrift store located in downtown Cincinnati that sells gently used clothing at discounted prices.

NONPROFIT ORGANIZATION NAME	VENTURE DESCRIPTION
I Do Foundation Washington, DC www.idofoundation.org	"I Do" Charitable Wedding Services will work with retailers to offer wedding gift registries that generate charitable donations, enabling retailers to increase gift spending and attract additional bridal customers, and at the same time, create new resources for nonprofits.
Inner City Christian Federation (ICCF) Grand Rapids, Michigan www.iccf.org	Providence Home Mortgage, Inc. provides mortgage financing for qualifying conforming and non-conforming borrowers in the residential real estate market throughout the metropolitan area of Grand Rapids, Michigan. The loan activities generate revenue through origination fees and negotiated fees received from other financial institutions, and will eventually distribute dividends to ICCF, its parent company.
Institute for Caregiver Education, Inc. Chambersburg, Pennsylvania www.caregivereducation.org	Skills4Care is an on-line education and resource center that provides federally mandated training, skill building exercises, and continuing education for managers in the long-term care industry. It also offers professional development such as e-networking, career resources, and long-term care related product/service information.
La Casa de Don Pedro Newark, New Jersey www.lacasanwk.org	La Casa's institutional catering business, La Olla de La Casa de Don Pedro, will create and sell nutritious meals to pre-kindergarten programs, after school centers, and other organizations in the Newark, New Jersey community that provide meals on a budget.
Living Bank International, The Houston, Texas www.livingbank.org	The Living Bank International provides on-line organ donor registry services to states that do not have donor registries, making the organ donor information recorded in Division of Motor Vehicle records immediately accessible to organ procurement organizations. LBI also provides consulting services to states and/or organ procurement organizations in the process of establishing their own donor registries.
Manchester Craftsmen's Guild Pittsburgh, Pennsylvania www.mcgjazz.org	Manchester Craftsmen's Guild's GRAMMY award-winning record label, MCG Jazz, produces live jazz concerts and sells audio/video products and production services associated with its facility.
Meals on Wheels of Greater Richmond Richmond, Virginia www.mowdelivers.com	Meals on Wheels will operate a quick service retail restaurant, "The Meals on Wheels Café," offering healthy fare at a reasonable price to the 3,000+ employee base of Appomattox Industrial Park in Colonial Heights, Virginia.
Pro Bono Net, Inc. New York, New York www.probono.net	Pro Bono Net will create a new package of web services to help law firms manage their in-house pro bono programs. The Law Firm Edition will help firms improve their existing pro bono programs and legal representation to the poor.

NONPROFIT ORGANIZATION NAME	VENTURE DESCRIPTION
Project Reach Youth, Inc. Brooklyn, New York www.pry.org	Project Reach Youth is launching a catering company, Venture Catering, LLC, staffed by at-risk youth who have completed their culinary arts training curriculum. Venture Catering offers menu selections for meetings, events, and social gatherings.
Rescue Mission Liverpool, New York www.rmsyr.org	The Rescue Mission will introduce a dollar store product line to supplement the existing line of gently used clothing, household items and furniture sold in its Thrifty Shopper. Products include new socks and underwear, kitchen and household items, cleaning supplies, paper products, baby care items, basic hardware and seasonal crafts.
Urban Homesteading Assistance Board New York, New York www.uhab.org	UHAB Mutual will offer low-cost property and liability insurance to limited-equity, low-income housing cooperatives in New York City. Using the mutual business model, each policyholder will be a member-owner, be eligible to serve on the UHAB Mutual board, and elect board members to represent their interests.
VolunteerMatch San Francisco, California http://www.volunteermatch.org/about/corporate/index.jsp	VolunteerMatch Corporate (VMC) is a web-based service that manages, maximizes, and measures employee volunteer programs. Created to meet the needs of leading corporations who recognize the business and social value of community involvement, VMC helps increase employee volunteerism, fulfill community outreach goals, facilitate employee communication, and measure participation.
Work Resource Center Cincinnati, Ohio www.workresourcecenter.org	Building Value is a business that salvages good, reusable building materials that might otherwise end up in a landfill and makes them available to the low-income housing contractors and the general public at its discount retail center. Building Value provides skill-development opportunities for workers, reduces the amount of building materials dumped into the Hamilton County, Ohio landfills, and eases the housing burden for low-to-moderate income homeowners.