



For Immediate Release:

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

Supported by
The Pew Charitable Trusts

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

***655 Nonprofit Organizations Enter Competition;
80 Are Selected to Round II***

New Haven, CT, November 7, 2002 - “The Yale School of Management – The Goldman Sachs Foundation Partnership on Nonprofit Ventures” announces its selection of 80 nonprofit organizations to proceed to Round II of the National Business Plan Competition for Nonprofit Organizations.

The Partnership on Nonprofit Ventures received 655 applications from nearly every state in the country and all types of organizations both large and small: 58 percent are running service-related businesses, 27 percent product-related businesses, and 14 percent other types. Among them, 64 percent are new businesses and 36 percent are in their early stage. (For a full report on the demographics of the Competition entrants, see www.ventures.yale.edu/statusreport.asp.)

The 80 selected nonprofits will submit working drafts of their business plans later this year. Next, 20 finalists will be selected to 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 New York City. 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.

Yale SOM Professor **Sharon M. Oster**, a leading authority on competitive strategy and nonprofit management and co-faculty director of The Partnership, explained, “With so many qualified entries, the field was quite competitive. Our evaluation team was comprised of over 200 evaluators offering assistance on a pro bono basis, including SOM alumni, McKinsey & Company consultants, Goldman Sachs employees, and other experts in the field. All entrants, including those that did not make it to the next round, received comprehensive feedback to assist their organizations in moving their ventures forward, or to help them rethink their business strategies.” **Stanley J. Garstka**, Deputy Dean of Yale’s business school, serves as the co-faculty director of The Partnership.

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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.

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*.

Media Advisory: Following is a list of the 80 nonprofit organizations selected to move to Round II. 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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**80 Entrants Selected to Move to Round II of
National Business Plan Competition for Nonprofit Organizations**

Alameda Point Collaborative	Alameda	CA
Los Ninos	Chula Vista	CA
Mothers Support Network	Clarksburg	CA
St. Barnabas Senior Services	Los Angeles	CA
Shelter, Inc.	Martinez	CA
Benetech Initiative	Palo Alto	CA
Chinatown Community Development	San Francisco	CA
CompuMentor Project	San Francisco	CA
Pacific News Service	San Francisco	CA
San Francisco Community TV Corporation	San Francisco	CA
Community Services and Employment Training	Visalia	CA
Amistad America, Inc.	New Haven	CT
Benhaven, Inc.	North Haven	CT
Connecticut Renaissance	Norwalk	CT
Employment Policy Foundation	Washington	DC
Mountain Institute	Washington	DC
Nation's Capital Child & Family Development	Washington	DC
Sustainable Community Initiatives	Washington	DC
Welfare to Work Partnership-Aptus Strategies	Washington	DC
Zero to Three	Washington	DC
Harmony Institute	St. Cloud	FL
Centre for Women	Tampa	FL
Federation of Southern Cooperatives	Albany	GA
Lokahi Pacific	Wailuku	HI
Domestic/Sexual Abuse Outreach	Fort Dodge	IA
Trinity Services	Joliet	IL
Opportunity International	Oakbrook	IL
Arts Council of New Orleans	New Orleans	LA
Island Alliance	Boston	MA
Jobs for the Future	Boston	MA
ICA Group	Brookline	MA
Viet AID	Dorchester	MA
Nuestras Raices	Holyoke	MA
New England Heritage Breeds	Richmond	MA
D2D Fund, Inc.	Roxbury	MA
Calvert Foundation	Bethesda	MD
CEI of Maine	Wiscasset	ME
Inner City Christian Federation	Grand Rapids	MI
National Board for Professional Teaching Standards	Southfield	MI

Guthrie Theater and The Children's Theatre Company	Minneapolis	MN
MidAmerica Assistance Coalition	Kansas City	MO
Child Care Resources	Missoula	MT
Community Culinary School of Charlotte	Charlotte	NC
North Carolina Center for International Understanding	Raleigh	NC
Regional Development Corporation	Santa Fe	NM
Scojo Foundation	Brooklyn	NY
Work 101 Development Corporation	Brooklyn	NY
Working Today	Brooklyn	NY
Old 1st Ward Community Association	Buffalo	NY
Better Housing for Tompkins County	Ithaca	NY
92nd Street Y	New York	NY
Alpha Workshops	New York	NY
Art21, Inc.	New York	NY
Center for Employment Opportunities	New York	NY
Central Park Conservancy	New York	NY
Community Development Venture Capital Association	New York	NY
Musical Theatre Works	New York	NY
National Foundation for Teaching Entrepreneurship	New York	NY
Partnership for Community Health	New York	NY
Playing2Win, Inc.	New York	NY
Rochester Rehabilitation Center	Rochester	NY
Freestore/Foodbank	Cincinnati	OH
ROSE Community Development	Portland	OR
Volunteers of America Oregon	Portland	OR
Heritage Conservancy	Doylestown	PA
Energy Coordinating Agency of Philadelphia	Philadelphia	PA
Pennsylvania Academy of the Arts	Philadelphia	PA
El Puente Community Development	El Paso	TX
Four Corners School	Monticello	UT
Volunteers of America-National	Alexandria	VA
AHC, Incorporated	Arlington	VA
National Science Teachers Association	Arlington	VA
Project Hope	Millwood	VA
Total Action Against Poverty	Roanoke	VA
Recycle North	Burlington	VT
Columbia Industries	Kennewick	WA
United Cerebral Palsy of SE Wisconsin	Milwaukee	WI
Americas Group Aquilla Team	Racine	WI
Appalachian by Design	Lewisburg	WV
West Virginia Women Work	Morgantown	WV