



DEVELOPING ENTREPRENEURS SINCE 1966

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who are we?

Founded in 1966 in Harlem, Workshop in Business Opportunities (WIBO) is a private non-profit organization that supports men and women with the drive to become successful entrepreneurs. WIBO's mission is to enable small business owners and budding entrepreneurs from under-served communities to obtain financial success by starting, operating, and building successful businesses that develop economic power, provide jobs and improve communities. WIBO offers a myriad of services including its flagship 16-week workshop, *How to Build a Growing Profitable Business*. Other services include personalized business coaching, legal and accounting clinics, monthly seminars, networking events, and other support services. Supporters include the Edwin Gould Foundation for Children, Price Foundation, Bank of New York Mellon, Citigroup Foundation, and New York Community Trust.

WIBO: transforming communities one business at a time

IMPACT

In 42 years, WIBO has developed over 10,000 entrepreneurs resulting in the creation of 20,000 jobs.

ECONOMIC DEVELOPMENT

Over 54% of WIBO graduates are in business after 5 years, compared to the national average of 20%. Fifty percent of WIBO business owners report their business is their main source of income.

SERVING THE UNDERSERVED

Fifty-three percent of the WIBO entrepreneurs are African-American, 23% are other minorities, and 71% are women. Sixty-four percent of clients have household incomes below \$50,000 and 36% have incomes below \$30,000

UPLIFTING UNDERSERVED URBAN CENTERS

WIBO entrepreneurs are from Harlem, Bedford-Stuyvesant, Washington Heights, southeast Queens, south Bronx and Yonkers.

VALUE

The 16-week workshop and consulting services are equivalent to a simplified MBA program. Due to private support, the workshop is free and the cost for materials is \$199 with further discounts for individuals with incomes under \$50,000. The market value of the workshop is \$4000. All other services are free.

COMMITMENT

The commitment that WIBO volunteers demonstrate is unprecedented. Twenty-two percent of the volunteers have provided over 10 years of service.

HIGH SATISFACTION

Of the 500 aspiring entrepreneurs WIBO assists each year, 72% come from graduate referrals. Fifty-six percent of the volunteer staff are WIBO graduates.

VOLUNTEERISM

WIBO supervises over 100 volunteer business owners and executives who conduct the workshops. Thirty-nine percent are African-American and over 50% are top professionals in the field of law, accounting, banking, and consulting.

CONTINUED SUPPORT

WIBO offers informational seminars, personalized business coaching and networking events to all graduates.

WORKING TOGETHER TO MAKE A DIFFERENCE

WIBO's staff of four manages 288 workshop sessions, 23 business support services and countless volunteers. The budget for 2008 is \$525,081. Funding comes from individuals, foundations, and corporations.

how can you get involved?

**Enroll in the workshop • Become a volunteer • Join the board
Donate • Expand our media opportunities**

Please visit www.wibo.org for more information