

Goldman Sachs *10,000 Small Businesses Fellows*

the workforce reimagined.

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We are meeting a critical need: connecting historically underrepresented college students with small business owners to provide real-world experience for students and necessary talent for businesses. Building capacity, driving change, powering the future.

Opportunity

Small businesses have long expressed the critical need for talent: workers with the fundamental skills to fuel their growth.

Historically underrepresented college students, in local communities across the country, are at the ready to meet that need.

Outcome

Goldman Sachs *10,000 Small Businesses Fellows* creates the unique opportunity for small businesses to address workforce needs with an underutilized talent pipeline.

On-the-job professional experience and networking opportunities will expand career pathways for college students.

Pilot Cities

- Cleveland, Ohio
- Baltimore, Maryland
- Dallas, Texas
- New York, New York

In partnership with

- Community College of Baltimore County
- Morgan State University
- Dallas College
- LaGuardia Community College
- Cuyahoga Community College
- Johns Hopkins University

The Participants

10,000 Small Businesses Alumni

- 49% of all alumni said they had a **difficulty meeting staffing needs** for essential roles
- 50% of all alumni said the most common obstacles to hiring were either **finding applicants with the right skills** or unpredictable cash flow

Small Businesses Spanning Industries

Top 8 industries among 10,000 Small Businesses Alumni

- 42% Professional Services
- 11% Accommodation & Food Services
- 8% Construction
- 8% Retail Trade
- 5% Healthcare & Social Assistance
- 3% Educational Services
- 5% Manufacturing
- 6% Information Technology

Fall 2021 10,000 Small Businesses Fellows

- 56% of Fall 2021 10KSB Fellows are **first-generation college students**

- 40% of Fall 2021 10KSB Fellows have **no prior work experience** in their chosen field of interest
- 39% Black/African American
- 22% White/Caucasian
- 20% Asian
- 18% Mixed/Other

Areas of Interest

Percentage of total Fall 2021 10KSB Fellows who expressed interest in the following areas of work

- 51% Administration
- 45% Marketing
- 38% IT
- 29% Accounting
- 26% Sales
- 16% HR
- 16% Digital Transformation
- 15% Operations

What They're Saying

- “My company is understaffed so I need support with marketing, research and project management.”
- “We’re really excited to get new perspectives that challenge ours.”
- “I’m currently working in a bar to pay for school ... I’m always seeking to improve my skills through experience. I thrive to learn something new every day.”
- “Being able to participate in this program will benefit me in the future workforce. As a full-time student, I will try my best to show my flexibility and time management skills to both school and work.”

Updates

Stay informed about *10,000 Small Businesses Fellows* and future application cycles.

Program participants login at [Fellows Connect](#)
Any questions? Contact hello@10ksbfellows.com