

## **What is Next Level?**

Next Level is an accelerator program, funded by the Truist Foundation, and led by Greater Washington Partnership in collaboration with 1863 Ventures, to prepare diverse-owned businesses for accelerated growth and investment. Beginning in June, the inaugural cohort of entrepreneurs will receive curated training and tools to help them articulate their proposition and target market, navigate procurement processes and requirements, as well as to raise capital.

## **Who is eligible to participate in Next Level?**

Next Level is open to diverse business owners. We encourage entrepreneurs from historically underserved and overlooked communities to apply including Black, Brown and women-owned businesses from Maryland, Virginia, and Washington, D.C.

Next Level is not for first-time suppliers. We are seeking businesses with a demonstrated history (1-3 years) of supplying products and services to either commercial or government buyers.

## **What is the goal of Next Level?**

The goal of Next Level is to prepare and accelerate a selected cohort of businesses to better acquire and retain contracts for the region's largest and most competitive buyers. To achieve this goal, 1863 Ventures will provide training and technical assistance to:

- Help entrepreneurs understand their competitive advantages to drive success, grow their financial acumen
- Create a culture of excellence with diverse business leaders

## **How does Next Level work?**

In-person and virtual experiences that enable you to network with fellow suppliers and business ecosystem builders. The curriculum and coaching deployed by 1863 Ventures will focus on critical topics (i.e., operations, finances, sales, marketing, fundraising, and other industry specific subjects) and propose key practices and processes in each area to guide participants in transforming high-potential business ideas into high-growth companies.

## **What will I acquire in Next Level?**

By the end of the program, participants will:

- Refine their financial model to increase the ability to access capital
- Develop a business model that enables them to scale their enterprise
- Develop a pitch deck and other tools to communicate their business to prospective investors and buyers beyond this program
- Grow a network with Black, Brown and women-owned businesses from the region and Greater Washington Partnership organizations

**When is the application deadline?**

Applications close on Friday, April 21. To learn more about Next Level, click [here](#) to register for the Zoom information session on Thursday, April 6, 12-1 pm ET.

**When will applicants be notified of selection and what is the expected level of commitment?**

The cohort will be selected and announced in May. Cohort participants will be asked to join a kick-off event on Thursday, May 11 and will be expected to participate in weekly curriculum and coaching sessions (hybrid) with 1863 Ventures from June – October 2023.

For additional questions please contact [programs@1863ventures.net](mailto:programs@1863ventures.net).