

6-10-2006

INNER CITY ENTREPRENEURS: BUILDING VENTURES AND EXPANDING COMMUNITY TIES (SUMMARY)

Candida G. Brush

Babson College, cbrush@babson.edu

Daniel Monti

Boston University

Amy Gannon

Boston University

Andrea Ryan

Boston University

Recommended Citation

Brush, Candida G.; Monti, Daniel; Gannon, Amy; and Ryan, Andrea (2006) "INNER CITY ENTREPRENEURS: BUILDING VENTURES AND EXPANDING COMMUNITY TIES (SUMMARY)," *Frontiers of Entrepreneurship Research*: Vol. 26: Iss. 12, Article 1.

Available at: <http://digitalknowledge.babson.edu/fer/vol26/iss12/1>

This Summary is brought to you for free and open access by the Entrepreneurship at Babson at Digital Knowledge at Babson. It has been accepted for inclusion in *Frontiers of Entrepreneurship Research* by an authorized administrator of Digital Knowledge at Babson. For more information, please contact digitalknowledge@babson.edu.

SUMMARY

INNER CITY ENTREPRENEURS: BUILDING VENTURES AND EXPANDING COMMUNITY TIES

Candida Brush, Babson College

Daniel Monti, Boston University

Amy Gannon, Boston University

Andrea Ryan, Boston University

Principal Topic

Research shows a variety of factors including individual motivations, aspirations, firm resource availability and strategy influence venture growth (Delmar, et al, 2003; Davidsson & Wiklund, 2000). Studies sample by region, industry, size, age or sex, but few examine minority-owned ventures from the inner city. Furthermore, the revitalization of economies is of great research interest, but less often focuses on the role that individual entrepreneurs or their ventures play in these efforts. Instead research examines either populations of entrepreneurs, or transformation of city environments, less often connecting the population to the place. This gap leaves little or no insight into growth of inner city and minority enterprises. Our ability to identify compare inner city ventures to those outside the inner city, or owned by non-minorities is important for fostering growth entrepreneurship leading economically and socially stronger inner cities (Porter, 1995). We pose three questions- Who are the inner-city entrepreneurs? How do inner city- entrepreneurs organize and grow their ventures? What are connections between inner-city entrepreneurs and their communities?

Method

We collected from 29 entrepreneurs identified from a local Boston area development initiative (ICE), and adopt a multi-disciplinary, multi-method panel study design. We examine individual, firm and community factors that influence growth, drawing on expertise from Sociology and Management disciplines. A mix of survey and personal interview data are analyzed using descriptive and qualitative case analysis.

Results and Implications

Our research shows that inner city entrepreneurs' involvement in the community is tied to their values, motives and strategic actions, and impacts the growth of the ventures. Most inner-city entrepreneurs do not fit the classic profiles of "traditional" businessmen and women who are primarily, or exclusively, focused on the bottom line, and they are not typical "social" entrepreneurs who explicitly do social good. Instead, we find their ventures are hybrids, which we refer to as "civic enterprises" in that they reflect *both* the entrepreneur's need to focus on the bottom line and the socially-minded activist's desire to make the community better. The strategies of these ventures are an integrated combination of social and economic values and outcomes. Our research elaborates the dimensions of these hybrid ventures, highlights the challenges faced by these entrepreneurs.

CONTACT: Candida G. Brush; Babson College, Wellesley, MA 02457; (T): 781-239-5014; cbrush@babson.edu