The 2020 socioeconomic environment in the U.S. created greater awareness of the systemic barriers faced by diverse founders. In 2021, a national survey of 1,000 Black and Latino entrepreneurs ($2m–$25m in revenue), led to the creation of The Entrepreneur's Paradox: How Black and Latino entrepreneurs are balancing growth and uncertainty. The results validate EAN’s focus on the importance of mentoring, capital and networks.

- **88%** met or exceeded performance expectations
- **93%** worry attention will be short-term
- **56%** say a network of trusted advisors is key to growth
- **77%** anticipate more growth in 2022 compared to 2021

15 live learning webcasts
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EAN community
- 120 curated founders
- 83% revenue <$5m
- 59% revenue $5m–$15m
- 36 revenue $15m–$25m
- 5% revenue greater than $25m
- 64% business to consumer
- *Data represents curated.
- 88% revenue <$5m
- 59% revenue $5m–$15m
- 36 revenue $15m–$25m
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EAN impact
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Contact us
Email at ean@ey.com
Visit us online at ey.com/ean
2023 applications open June 15 - September 16, 2022

Can the company you keep help your business achieve new heights?
Entrepreneurs Access Network 2023 year-end review

EAN 2021 program goals:
- Increase growth of underserved businesses
- Improve an entrepreneur’s community engagement
- Address the building and networking dysfunction
- Create long-term value for EAN founders/CEOs
- Connect EAN entrepreneurs and EY clients

**$16.5M** funding support
14.6% **headcount increase**
258 meetings
8 EAN companies hired as vendors
2 EAN participant client conversions

EAN 2021 performance:
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EAN approach
In a time when many companies are focusing on funding to support businesses, EAN sought to create platforms that help scale faster. EAN’s 12-month immersive business accelerator program and evergreen community is based on four pillars:

Curriculum
- 22% of Latino US adults over 25 vs a bachelor’s degree of 45%

Coaching
- 93% of mentored businesses survive longer than five years

Community
- 8% of Black owners have strong business network compared to 26% nonminority

Capital
- 2.4% of total US venture dollars raised for Black and Latino founders in 2020

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