

Can the company you keep help your business achieve new heights?

Entrepreneurs Access Network
2021 year-end review

The better the question. The better the answer.
The better the world works.



EAN community

120 curated founders

83% revenue <\$5m
9% revenue \$5.1m-\$15m
3% revenue \$15.1m-\$25m
5% revenue greater than \$25.1m*

64% business to business
36% business to consumer*



Download the 2021 EAN eDirectory

*Data represents curated.

EAN approach

In a time when many companies are focusing on funding to minority small business owners, there is a void when it comes to providing more broadscale support for enterprises that are no longer "small." The EAN 12-month immersive business accelerator program and evergreen community is based on four pillars:

Curriculum

21% of Latino US adults over 25 with a bachelor's degree or higher

Coaching

70% 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**

15 live learning webcasts
With topics ranging from Capital Preparedness to Branding, Marketing and your Public Profile, and 7 Drivers of Growth.

EAN Relationship Ambassadors (RA) are copilots in the success of the program's approach. These partners, principals, managing directors and directors share their knowledge, networks and time to understand the founder's and company's needs to achieve their goals.

5,546
Mentor hours

146
Executive mentors

**Source: "Venture capital's quest for diversity and equity remains a work in progress," AllSides.com, April 23, 2021.

EAN impact

2021 program goals:

- ▶ Increase growth of underserved businesses
- ▶ Observe an upsurge in community employment
- ▶ Address the funding and networking disparities
- ▶ Create long-term value for EAN founders/CEOs
- ▶ Convert EAN entrepreneur(s) into EY client(s)

\$16.5m funding support

14.6% headcount increase***

258 meetings

8 EAN companies hired as vendors

2 EAN participant client conversions

***Sources: EAN year-end participant survey and tearsheet submission

“ We are looking at 300% growth [due to EY client and company connections]. ”

“ 100% growth and 30+ new connections due to EAN. ”

“ My advisors have been fantastic! They have been available for frequent touch-point meetings. When I have a question, they provide prompt response. Always suggesting for people to meet and bringing resources to help. ”

“ Expecting 1,000% growth. Through EAN, I was able to meet a national strategic partner that will be reselling our product. ”

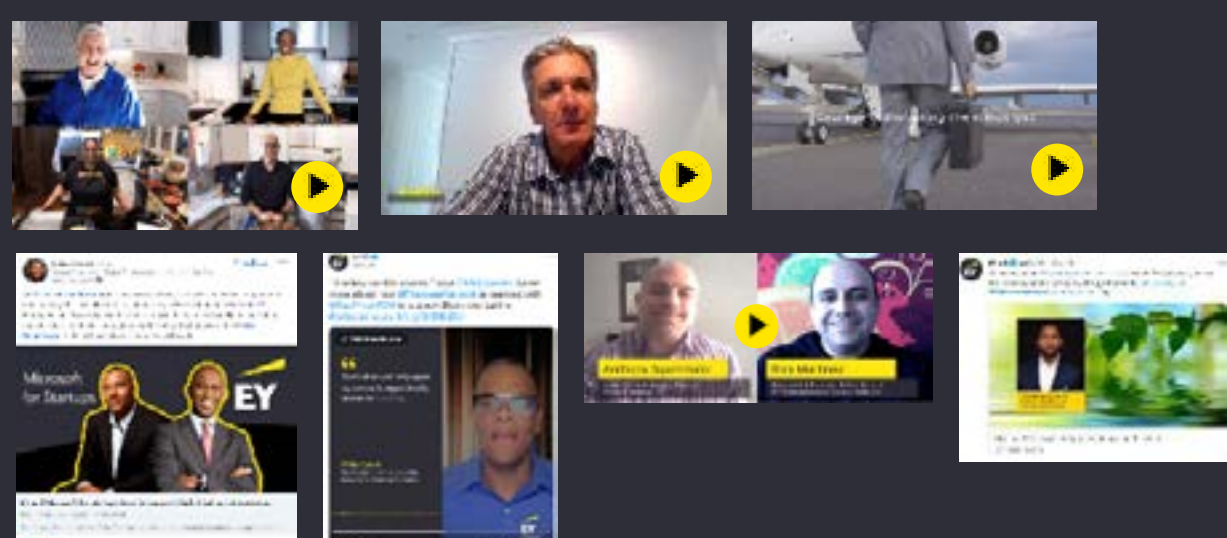
“ ... Last two sessions were fire. The presentation on equity financing was crisp and cogent. Today's session on M&A and growth strategies was amazing. ”

Media exposure

2021 was a brand building year for EAN and the entrepreneurs. Several founders were featured in regional, trade and top-tier media outlets across the U.S.

65 pieces of earned media coverage

8 EY EAN participants highlighted



The entrepreneur's paradox

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



Download The Entrepreneur's Paradox

Contact us

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2023 applications open June 15 - September 16, 2022

