

How does effective **SUPPORT** for **ENTREPRENEURS** benefit **IMPACT ENTERPRISES**?

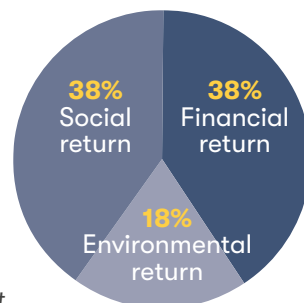
There is evidence that business accelerators can be effective supports for new and growing businesses, as well as for entrepreneurs from underrepresented groups.

The Impact Hub network has set a clear goal to become a global provider, evidence-builder, and thought-leader in effective support for Impact Entrepreneurship.

To achieve this we conduct multiple initiatives:

- Develop a methodology to measure global impact - we survey our members every year
- Implement researches on best practice support for diverse entrepreneurs, including the ones coming from underrepresented communities (women, BIPOC, refugee, among others)
- Offer online and offline tailored programs
- Share our methodology, knowledge and resources with partners
- Build and maintain supportive communities

Members of the Impact Hub network have created 34,000+ net jobs and 11,000+ new ventures since 2012. Members on average rate the balance of their focus on social, environmental and financial returns as follows:



Source: Impact Hub 2020 Impact Report (page 9)

Effective programming needs to be highly tailored to the venture and responsive to changes. The balance of support needs of each entrepreneur is unique and evolves along the venture journey:

Idea → startup → growth → scaling

Data shows that accelerated ventures had better results when compared to ventures that don't receive acceleration support:

- Revenue grew 50% for accelerated ventures, compared to 30% for ventures that didn't receive acceleration support
- The number of employees grew 47% for accelerated ventures, compared to 30% for ventures that didn't receive acceleration support
- Debt and equity financing grew 38% for accelerated ventures, compared to 22% for ventures that didn't receive acceleration support

Source: Global Accelerator Learning Initiative (GALI)

