

EntrepreneurTracker Findings

March 2020

Investing in individuals.
Improving our world.

What is EntrepreneurTracker?

EntrepreneurTracker is a national survey effort led by the Aspen Institute to measure the impact of CDFIs on small business owners' finances.



Accion is among the largest institutions that participates in the EntrepreneurTracker study.

In 2019, Accion partnered with the Social Science Research Center at California State University at Fullerton to complete the survey's data collection.



Project Timeline

Over 1,600
entrepreneurs
receive loans
from Accion

Accion Network
works with
affiliates to
confirm budgets
and project plan

Network
conducts RFP
process and
contracts with
SSRC

SSRC
completes
surveys of
161 clients
from 2017

Aspen
begins
analysis of
survey data

Aspen delivers
analyzed data
to Accion



January-December
2017

February-March
2019

August
2019

October
2019

December
2019

March
2020

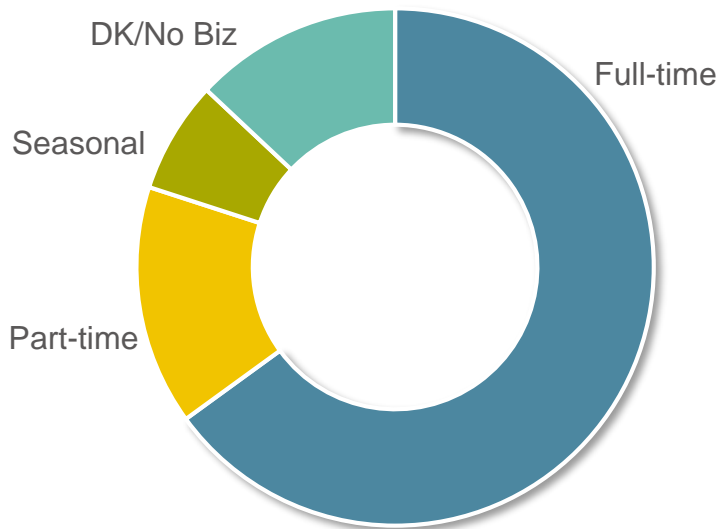
FINDINGS

Entrepreneurs commit to their businesses' long-term success

95%

of Accion-supported businesses that received a loan in 2017 were still open in 2019.

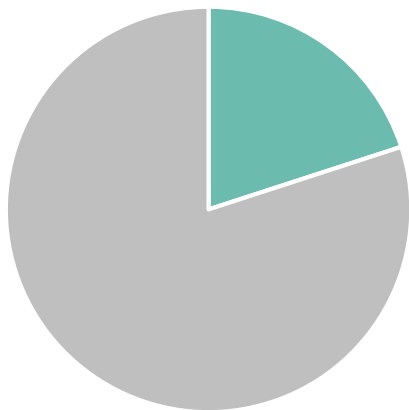
Most Accion-supported entrepreneurs are committed to their business full time.



6 1/2 years

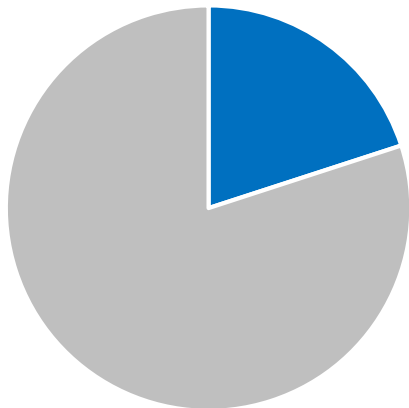
average age of Accion-supported businesses

Business ownership brings positive financial change



20% of businesses saw a revenue increase from 2017 to 2019.

[Those that increased did so by 110%]

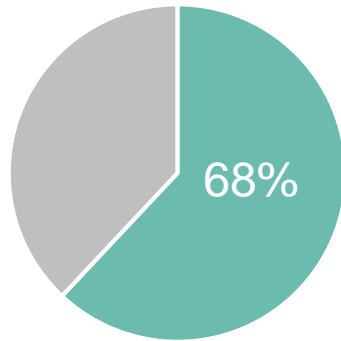


20% of owners saw an increase in their take-home pay from 2017 to 2019.

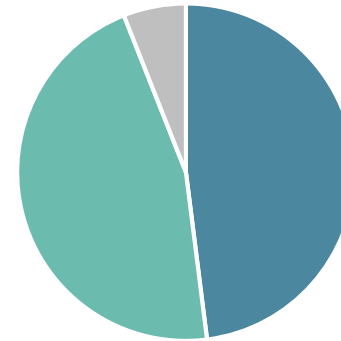
[Those that increased did so by 1334%]

It's important to note that the sizeable missing data on these two points [66% and 74% respectively] results in low confidence in their validity across the entire portfolio. Many Accion clients do not track revenues or take-home pay in a manner that aligns with this survey's format.

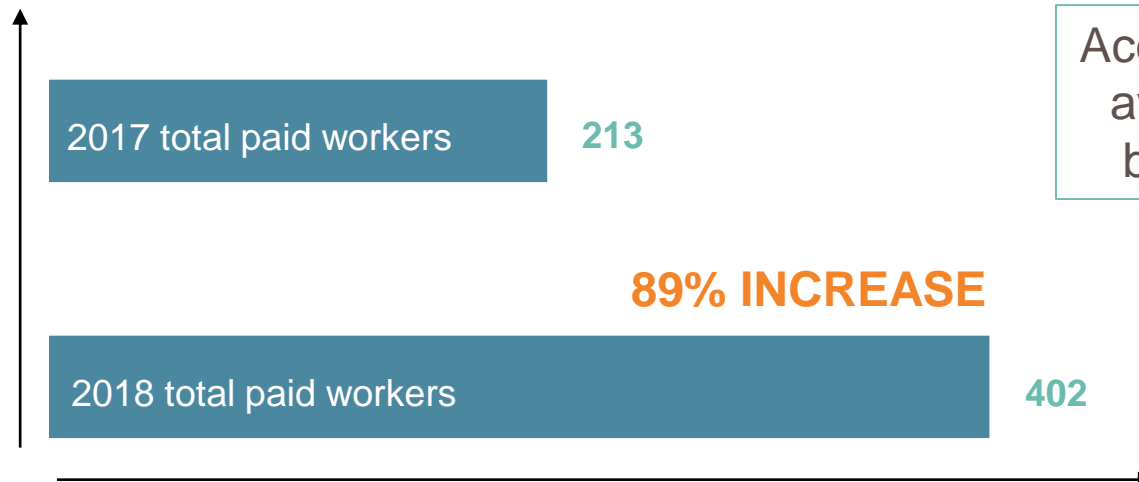
Most businesses create vital jobs in their communities



Accion-supported businesses that have paid workers



48% of paid workers are full time, and **46%** are part-time

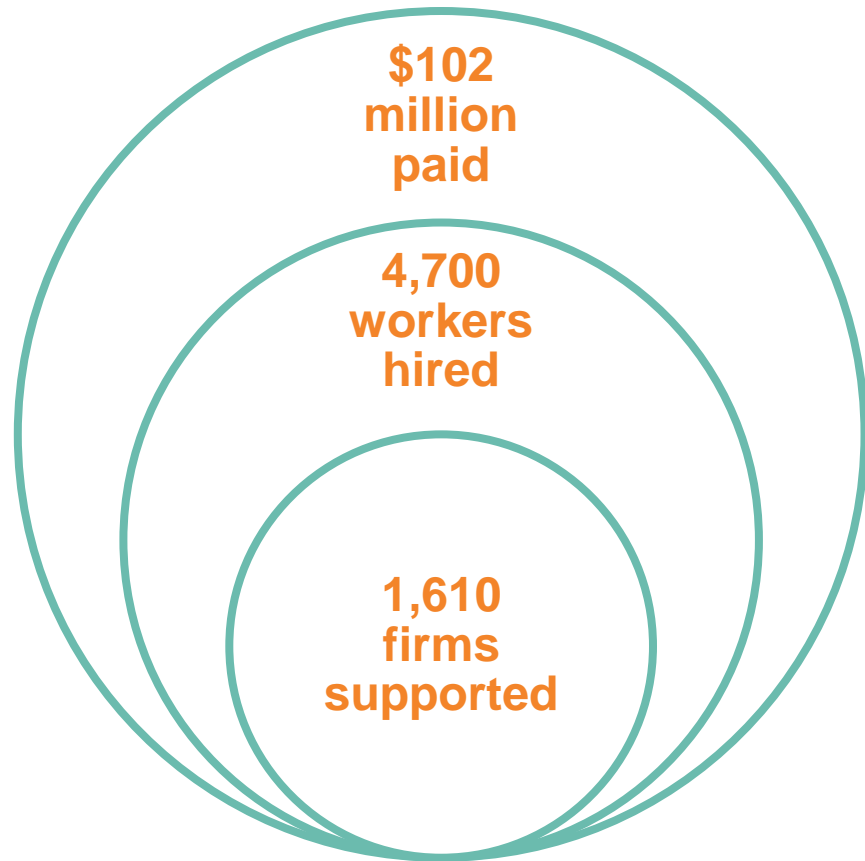


Accion-supported firms pay an average of **2.9 workers** per business, excluding owner

Accion supports an economic ripple effect

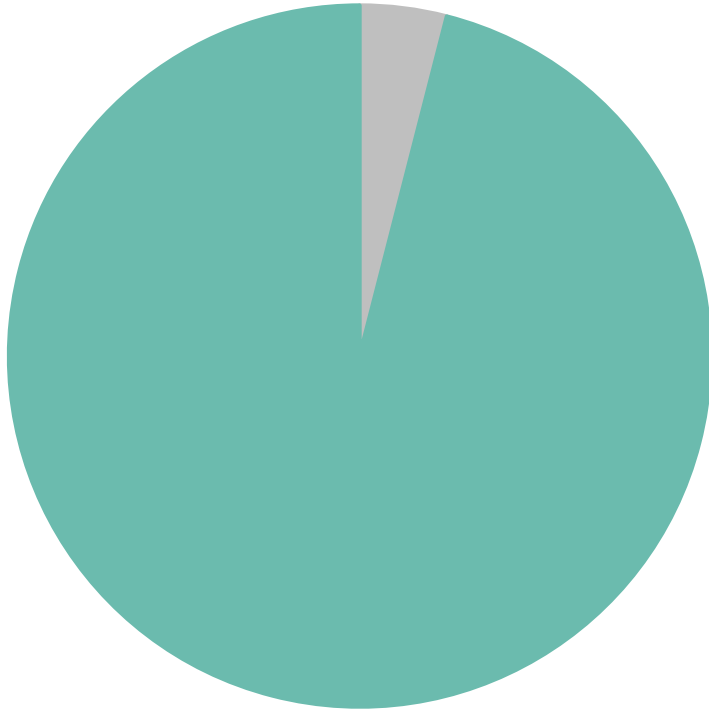
With 1,610 businesses served in 2019, Accion supported nearly 4,700 workers with wages totaling \$102 million for the year.

\$14.80
average hourly wage



26% Accion-supported employer firms provided a wage increase in 2018.

Entrepreneurs receive quality service from Accion



96% of surveyed clients said that Accion mostly or completely met their expectations of assistance.

QUESTIONS?

ACCION

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