



# EY Entrepreneurs Access Network Impact Report

2021-2024 results | March 2025

#eyaccessnetwork #entrepreneursaccelerated



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



Shape the future  
with confidence

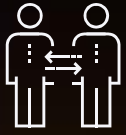
“

EAN provides entrepreneurs  
the courage to make  
bigger and bolder asks  
to scale their business  
and grow their mindset.

**Lee Henderson**

EY Entrepreneurs Access Network (EAN)  
Executive Sponsor

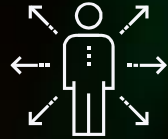
# Removing barriers to reveal bridges through our 4Cs approach



COACHING

**13k**

EAN mentoring hours



CONNECTIONS

**1.7k**

EAN meetings/contacts



CURRICULUM

**63**

EAN learning hours



CAPITAL

**\$64m**

EAN capital alignment

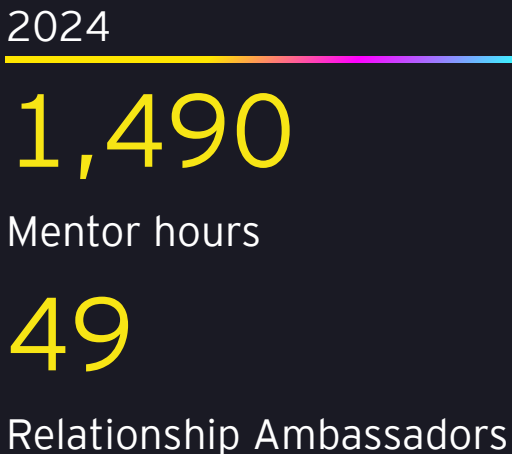
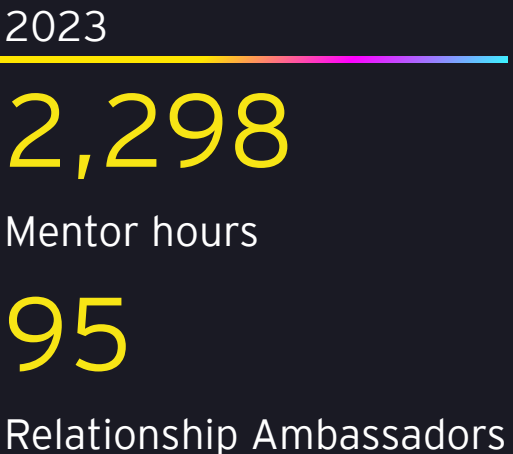
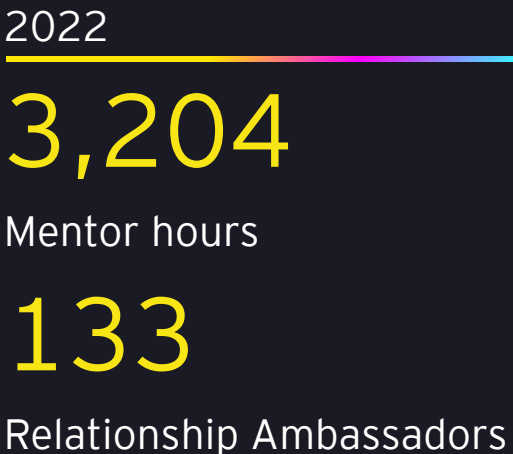
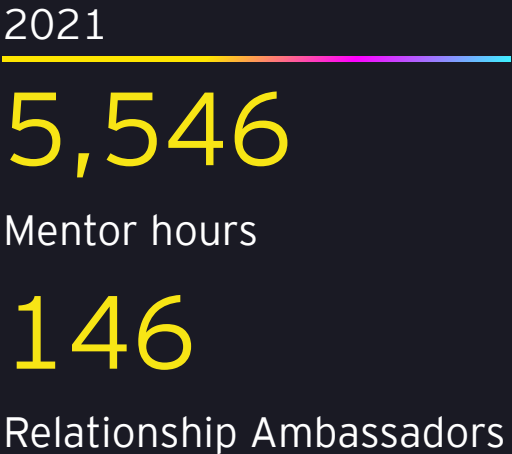
Source:

1. Data represents EAN impacts from 2021-2024 cohort programs. Note that EY does not provide direct funding but links participants with external funding sources and programs.

# Coaching

EAN Relationship Ambassadors (RAs) are instrumental to the success of the EAN approach. With our recent transition to a smaller cohort size, we can now focus on delivering a more intimate and tailored experience for each entrepreneur.

RAs, who are partners, principals, managing directors, directors, senior managers and associate directors, generously share their knowledge, network and time to understand the unique needs of the founders and their companies. This allows us to facilitate the achievement of their goals with greater focus and dedication.



\*Data based on engagement code and participant surveys.

# Connections and community

Over the years, the EAN program has indeed shown success and now, we are further enhancing engagement by opting for more intimate cohort sizes to complement the existing community dynamics.

Renowned for its unyielding network, the EAN community supports each other actively across various platforms and vigorously participates in events, cultivating a dynamic and supportive atmosphere.

Moreover, our EAN alumni of over 350 participants and peer advisory board, with their wealth of experiences and insights, serve as the program's backbone.

2021

**120** CEOs and Founders  
**78%** revenue <\$5m  
7% revenue \$5.1m-\$10m  
4% revenue \$10.1m-\$20m  
6% revenue >\$20.1m+  
5% pre-revenue  
**66%** business to business  
34% business to consumer

2022

**80** CEOs and Founders  
**81%** revenue <\$5m  
9% revenue \$5.1m-\$10m  
5% revenue \$10.1m-\$20m  
5% pre-revenue  
**60%** business to business  
40% business to consumer

2023

**68** CEOs and Founders  
**78%** revenue <\$5m  
12% revenue \$5.1m-\$10m  
4% revenue \$10.1m-\$20m  
6% revenue >\$20.1m+  
**62%** business to business  
6% business to consumer  
32% identify as B2B and B2C

2024

**35** CEOs and Founders  
**77%** revenue <\$5m  
17% revenue \$5.1m-\$10m  
3% revenue \$10.1m-\$20m  
3% revenue >\$20.1m+  
**62%** business to business  
6% business to consumer  
32% identify as B2B and B2C

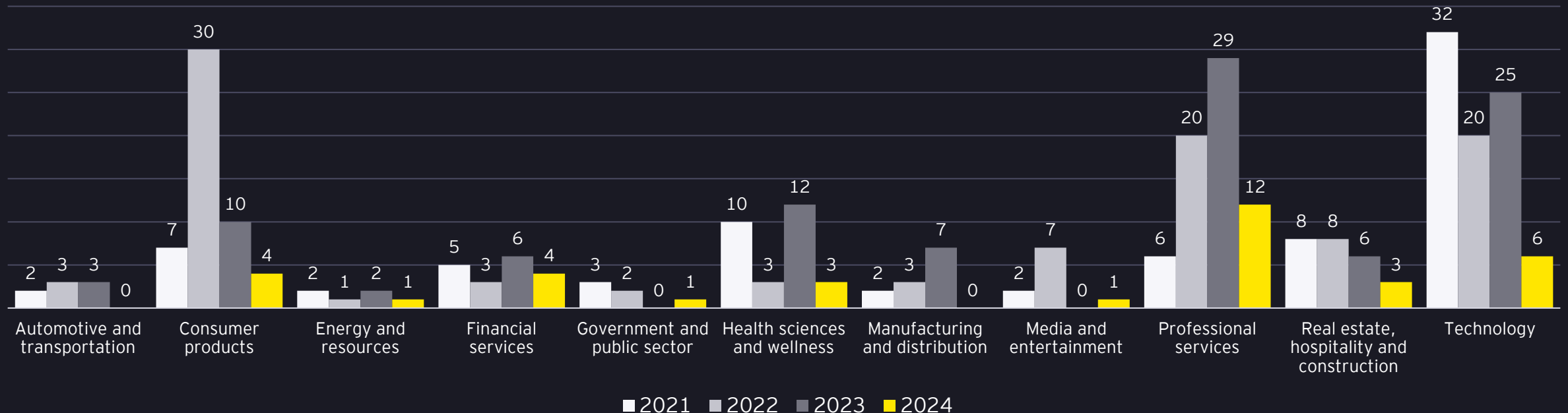
# Connectivity and community

EAN boasts a diverse community spanning 11 industries and 16 different geographical areas, encompassing a wide range of perspectives and experiences. Having exposure to multiple industries enriches our network, allowing us to draw on a variety of insights and expertise.

EAN is committed to fostering an inclusive environment that supports the growth and success of all its members.



## EAN industries



# Curriculum

A beneficial part of EAN is the curriculum, which is designed to adapt to changing market, policy and social conditions affecting businesses. Our monthly learning sessions are every third Thursday at 3:00 p.m. ET. A wide range of EY professionals, external businesses and organizations help us present informative and valuable sessions.



## Sessions

12-month curriculum participation

68% avg. engagement of full learning cycle

28% participated in >25% learnings

~1% elect to leave for personal reasons

Month	2025 curriculum
Jan 16	2024 Cohort Welcome session
Feb 20	7 Drivers session overview and resources
Mar 20	Effects of the new administration on businesses
Apr 29	In-person event – 2025 EAN Spring Summit
May 15	Building your legacy (exit or succession)
Jun 19	Procurement and certifications
Jul 17	Proposal techniques and contract negotiations
Aug 21	The Art of storytelling
Sep 18	A capital discussion with Bob Greene of NAIC
Oct 16	M&A with Jeff Leach
Nov 11	Strategic Growth Forum, Palm Springs*
Dec 11	Wrap-up/Cohort 5 transitions to EAN Alumni

## Resources



[EAN directory](#)



[EAN resource library](#)

# Capital

Through EAN, we've seen our entrepreneurs evolve and become increasingly in sync with EY objectives. The program continues to focus on high-quality entrepreneurs and their ventures, resulting in immensely successful outcomes. By partnering with clients keen on investing in EAN companies, we've further fueled their



Capital impact totaling  
**\$64m** in investments  
across an array of sectors  
since the program's launch\*

investment pipelines. The outcome: a considerable capital impact totaling \$64m in investments across an array of sectors since the program's launch. The success of EAN underpins the value of supporting this vibrant entrepreneurial community.



\*Data represents EAN impacts from 2021-2024 cohort programs. Note that EY does not provide direct funding but links participants with external funding sources and programs.

# EAN ambitions and summary

To understand if EAN was delivering on its ambitions, we conducted a survey of 2021-2024 cohorts. The results show an impressive average **company growth rate of 20%** since their program participation. **Seventy-one percent** of responders **attribute their success to EAN**, with **84%** reporting an increase in **annual revenue** before and after participating in the program.

## EAN ambitions for measurable success:

- Address the funding and networking disparities
- Observe an upsurge in community employment
- Increase growth of underestimated businesses
- Create long-term value for EAN cohort/alumni
- Convert EAN entrepreneurs into EY clients

2021	2022	2023	2024
<b>\$16.5m</b> Funding support	<b>\$27.5m</b> Funding support	<b>\$7m</b> Funding support	<b>\$13m</b> Funding support
<b>258</b> Meetings	<b>415</b> Meetings	<b>~1,000</b> Meetings	<b>~1,000</b> Meetings
<b>8</b> EAN cos. received contracts	<b>2</b> EAN cos. received contracts	<b>4</b> EAN cos. received contracts	<b>4</b> EAN cos. received contracts
<b>14.6%</b> Headcount increase*	<b>17.8%</b> Headcount decrease*	<b>3.25%</b> Headcount increase*	<b>21.7%</b> Headcount increase*

\*Sources: EAN year-end participant survey and tear sheet submissions

# EAN program leadership team



**Nit Reeder**  
EAN Program  
Director



**Lee Henderson**  
EAN Executive  
Sponsor



**Kris Hunter**  
EAN Program  
Manager



**Travis Lay**  
EAN Capital  
Connector



**Abigail Salapare**  
EAN Program Coordinator

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