



## About GALI

The Global Accelerator Learning Initiative (GALI) is a project of the Aspen Network of Development Entrepreneurs (ANDE) designed to study early-stage entrepreneurship and acceleration. The initiative was launched in partnership with Emory University and builds upon Emory's Entrepreneurship Database Program, which worked with accelerator programs around the world between 2013 and 2020 to collect data describing the entrepreneurs that they attract and support.

## How the Data Were Collected

Between 2013 – 2020, Emory University partnered with more than 360 acceleration programs to collect detailed data from more than 23,000 entrepreneurs that had submitted to their respective application processes. To see a full list of accelerators that participated, visit [www.galidata.org/entrepreneurs/partners](http://www.galidata.org/entrepreneurs/partners) (\*note that some participating organizations provided data for multiple accelerator programs).

The entrepreneurs self-reported via an online survey conducted prior to the announcement of any acceptance/rejection notifications. The Emory team then resurveyed these entrepreneurs on an annual basis to gather valuable follow-up data, regardless of whether they had been accepted and participated in the program to which they applied. At both the application and follow-up stages, entrepreneurs who completed the survey and consented to let Emory include their information in its research were eligible for a random drawing of USD \$5,000.

The Emory team also separately surveyed the acceleration program managers to collect detailed information about the format and content focus of the accelerator programs. While much of this program-level data has been reserved for internal use in order to preserve confidentiality, some limited information about the programs to which ventures applied has been added to this dataset.

## Structure of the Dataset

This is a longitudinal dataset, containing data on entrepreneurs at the time they applied to an accelerator and up to four years following their application. The variables in follow-up years are named identically but preceded by a marker of fu1, fu2, fu3, or fu4 to indicate which year of follow-up the data represents. For example, if a venture applied to an accelerator in 2013 (application year = 2013), then their application data was collected in 2013, fu1 in 2014, fu2 in 2015, etc. However, note that all revenue, employee, and investment data reflect the venture's results from the prior calendar year.

Not every venture that provided application data provided follow-up data. The variable "fu(x)-report\_follow\_up\_yes" indicates whether the venture provided data for a given year.

## About Accelerator Program Participation

Accelerators are known for having competitive application processes (the median acceptance rate among programs in the GALI dataset is 20%). The variable “participated” captures whether the venture was accepted and ultimately participated in the program to which they applied. For more detail, users can reference the “accepted\_initial” and “accepted\_final” variables which indicate whether a venture was initially selected for the program and whether they actually began the program. These two latter variables were only collected starting in 2016.

To view summary statistics of the entrepreneurs at the time they applied to an accelerator, review the [2019 Year-End Data Summary](#). Please direct any additional questions about the dataset to Abby Davidson at [abigayle.davidson@aspeninst.org](mailto:abigayle.davidson@aspeninst.org).

## Categories of Information Included in Dataset

This list summarizes the information included in the dataset. Please refer to the data dictionary included in the data file for more detailed information about each variable.

### Accelerator Program Information

- Program ID (uniquely identifies the program to which the venture applied)
- Program year
- Program region
- Program duration
- Program had sector focus (yes/no)
- Program had impact focus (yes/no)
- Program included a structured curriculum (yes/no)
- Program had demo day (yes/no)

### Venture Information (general)

- External ID (uniquely identifies each venture)
- Participation (initial and final acceptance, as well as completion)
- Country of operation (and country of headquarters, if different)
- Presence on social media (yes/no for LinkedIn, Facebook, Twitter)
- Founding year
- Legal structure (nonprofit, for-profit, etc.)
- Sector
- Financial goals (cover costs and/or earn profit)
- Target profit margins
- Business model (manufacturing, distribution, services, etc.)
- Invention-based model (yes/no)
- Intellectual property (yes/no for patents, copyrights, or trademarks)

**Venture Information (financial)**

- Revenues in prior calendar year (denoted as "m1") and since founding
- Employees in prior calendar year (part time, full time, seasonal, and volunteers)
- Investment (own funds, equity, debt, and philanthropic) received in prior calendar year (denoted as "m1") and since founding, as well as source of investment (angels, family, bank, VCs, etc.)
- Fundraising plans (equity, debt, philanthropy) for next 12 months and 3 years

**Venture Information (social/environmental objectives)**

- Whether the venture has a social/environmental objective
- Which impact area(s) are targeted
- Impact measurement tools used (IRIS, Blab/GIIRS, or other)

**Venture Information (miscellaneous)**

- Expected benefits of acceleration (networking, business skills, funding, etc.)
- Participation in prior accelerator programs (yes/no)

**Founder Information (for up to three founders)**

- Age
- Gender
- Birth country
- Education level
- Prior founding experience (for profits and nonprofits)
- Country, role, and organization type of last two jobs