Agenda

➢ Part 1: Gender-lens Acceleration Workshop (3:00 – 4:30)
  • Presentation – Insights on gender from the GALI data
  • Panel discussion – Research on acceleration and gender
  • Table discussions – Self-reflection on gender practices

➢ Part 2: Benchmarking Tool Demo (4:30 – 5:00)
Global Accelerator Learning Initiative (GALI)
19,000+ ventures based in over 150 countries that applied to 280+ programs
What does GALI do?

**Help accelerators measure their impact** – Partnerships with accelerators and incubators to collect standardized data on ventures that apply to their programs.

**Produce research** – More than 25 reports on entrepreneurship and acceleration, both globally and specific to certain countries/regions.

**Host peer-learning events** – Workshops and roundtables for accelerators and incubators in ANDE regional chapters.

**Manage a publicly available database** – GALI’s dataset of 19,000+ early-stage ventures is available for research and benchmarking purposes.
Insights on gender from the GALI data
Observing Acceleration
Peter Roberts & Saurabh Lall, 2019

GALI Venture Data
Available at www.galidata.org
What do women-led ventures look like pre-acceleration?
Women-led ventures were more likely to have revenue.

Percent of Ventures with Any Revenue/Employees (at application)

- Any revenue:
  - Men Only: 43%
  - Mixed: 53%
  - Women Only: 48%

- Any employees:
  - Men Only: 60%
  - Mixed: 65%
  - Women Only: 53%
Women-led ventures were less likely to have equity investment.
What are women-led ventures looking for in acceleration?
Women-led ventures were more likely to prioritize business skills and mentorship.

Percent of ventures that ranked each accelerator benefit as MOST important:

- **Network:**
  - Men Only: 26%
  - Mixed: 22%
  - Women Only: 20%

- **Direct funding:**
  - Men Only: 22%
  - Mixed: 23%
  - Women Only: 22%

- **Mentorship:**
  - Men Only: 15%
  - Mixed: 17%
  - Women Only: 20%

- **Business skills:**
  - Men Only: 13%
  - Mixed: 16%
  - Women Only: 19%

- **Access to investors:**
  - Men Only: 13%
  - Mixed: 12%
  - Women Only: 10%
Women-led ventures have lower fundraising targets.

12-month Plans for Equity and/or Debt

- Men Only: $310,456
- Mixed: $177,808
- Women Only: $115,303
Does acceleration close the gender gap?
Outcomes in the first year

➢ Teams with women founders are accepted at similar rates as all-men teams.

➢ Participation in an accelerator works better for ventures with at least one man on the founding team. Women-only founding teams more often experienced declining momentum in equity fundraising.

Year-over-year change in equity investment raised

<table>
<thead>
<tr>
<th></th>
<th>All men</th>
<th>Mixed</th>
<th>All women</th>
</tr>
</thead>
<tbody>
<tr>
<td>Negative Change</td>
<td>33%</td>
<td>31%</td>
<td>38%</td>
</tr>
<tr>
<td>No Change</td>
<td>20%</td>
<td>20%</td>
<td>23%</td>
</tr>
<tr>
<td>Positive Change</td>
<td>28%</td>
<td>33%</td>
<td>20%</td>
</tr>
</tbody>
</table>
Takeaways

➢ Roughly half of accelerated ventures have a woman on the founding team, but only 15% are all-women.

➢ There is a clear gap in equity investment for women-led ventures, including all-women and mixed-gender teams.

➢ Acceleration does not close this gender gap, and it helps mixed-gender teams considerably more than all-women teams.
The role of accelerators

Accelerators are ‘designed to address the networking, education and capital challenges all entrepreneurs face. These challenges are most acute for women and minority tech entrepreneurs, suggesting that incubators and accelerators could have the greatest impact on their ventures.’

The Global Accelerator Learning Initiative has been made possible by its co-creators and founding sponsors, including the U.S. Global Development Lab at the U.S. Agency for International Development, Omidyar Network, The Lemelson Foundation and the Argidius Foundation. Additional support for GALI has been provided by the Australian Government, Stichting DOEN, and the Kauffman Foundation.

Learn more and share your feedback at www.galidata.org