



BE PART OF THE 997

Each month, roughly **3 out of every 1,000 Americans start a business.**¹ These makers, doers, and dreamers need the support of the other 997 to be successful. Surveys show that entrepreneurs do not feel this support on a national level.²

16%

Only one-fifth, or **16 percent**, of entrepreneurs believe they are represented well by Congress.³

66%

66 percent of entrepreneurs believe government incentives favor established businesses over startups.⁴

WHAT CAN YOU DO?

Members of the 997 can take actions both big and small to support entrepreneurs, thereby building a more inclusive, innovative, and growing economy.

Join the Entrepreneurship Caucus

- Senate Entrepreneurship Caucus, co-chaired by Sen. Amy Klobuchar (D) and Sen. Tim Scott (R)
- House Entrepreneurship Caucus (co-chairs to be determined)

Incorporate entrepreneur voices in policymaking

- Invite entrepreneurs to testify before congressional committees
- Host startup demo days or roundtables to learn more about the entrepreneurs in your district and state, and hear their perspectives on key policy issues

Participate in Congressional Startup Week, Aug. 19–23, 2019

Formerly Startup Day Across America, Congressional Startup Week is an annual opportunity for senators and representatives to learn more about local startups and discuss the important role entrepreneurs play in the economy.

- Schedule a meeting with entrepreneurs during Congressional Startup Week 2019
- Share your experience on social media using **#StartupCongress**, **#StartupsEverywhere**, and **#ZeroBarriers** in your posts

1. Fairlie, Robert, Sameeksha Desai, and A.J. Herrmann. (2019) 2017 National Report on Early-Stage Entrepreneurship, Kauffman Indicators of Entrepreneurship, Ewing Marion Kauffman Foundation: Kansas City. 2. Global Strategy Group and Public Opinion Strategies. (2018) New Survey Shows Entrepreneurs Optimistic About Economy but Looking for Improved Representation, Ewing Marion Kauffman Foundation: Kansas City. 3. Ibid. 4. Ibid.

WHAT DO I NEED TO KNOW TO HELP THE THREE?

In a thriving economy, **entrepreneurship empowers individuals, improves standards of living, and creates jobs, wealth, and innovation.** Members of the 997 can empower the 3 out of every 1,000 Americans who start a business each month⁵ by first understanding the barriers entrepreneurs face when turning their ideas into realities.

BARRIERS BY THE NUMBERS

83%

of entrepreneurs do not access bank loans or venture capital.⁶

65%

rely on personal and family savings for startup capital.⁷

0.5%

of entrepreneurs use venture capital.⁸

BREAKTHROUGHS BY THE NUMBERS

Despite these challenges, many Americans are finding ways to break through barriers to successfully launch businesses and revitalize entrepreneurial ecosystems across the country.

79.78%

More than 79 percent of startups are still active one year after launching. The Kauffman Early-Stage Entrepreneurship Index is also the highest it has been in two decades.⁹

Immigrants are **twice as likely to start a business** as native-born Americans.¹⁰

2X

39 PERCENT

African-Americans saw the fastest increase in entrepreneurship with a 39 percent increase from 2016 to 2017.¹¹

24.6 PERCENT

When compared with data from 2007, the rate of new entrepreneurs among Latinos increased by 24.6 percent.¹²

The rate of **new entrepreneurs among women** has increased by 15.4 percent since 2016.¹³

15.4 PERCENT

For more information about entrepreneurship trends visit www.kauffman.org/indicators.

5. Fairlie, Robert, Sameeksha Desai, and A.J. Herrmann. (2019) 2017 National Report on Early-Stage Entrepreneurship, Kauffman Indicators of Entrepreneurship, Ewing Marion Kauffman Foundation: Kansas City. 6. Hwang, V., Desai, S. Baird, R. and Cox, M. (2019) "Access to Capital for Entrepreneurs: Removing Barriers," Ewing Marion Kauffman Foundation: Kansas City. 7. Ibid. 8. Ibid. 9. Fairlie, Robert, Sameeksha Desai, and A.J. Herrmann. (2019) 2017 National Report on Early-Stage Entrepreneurship, Kauffman Indicators of Entrepreneurship, Ewing Marion Kauffman Foundation: Kansas City. 10. Ibid. 11. Ibid. 12. Ibid. 13. Ibid.