

**Partners** 









**Founding Signatories** 





# TRANSFORMING OPPORTUNITIES & OUTCOMES FOR DISABLED ENTREPRENEURS

Access2Funding is the campaign committed to improving equitable investment in disabled-owned and disabled led businesses.

Disabled entrepreneurs face a backdrop of palpable disparities, inaccessibility and barriers to participation and opportunity when seeking investment.

### Access2Funding challenges this reality.

Backed by investors and leading disability-focused organisations, committed to improving the equity of disabled communities; this campaign is pulling together disabled community's entrepreneurs for the first time to achieve three fundamental aims.

Collect groundbreaking data on the barriers to disabled entrepreneurs growing their companies Work with the global investment community to create more equitable support for disabled founders

Grow a community of disabled founders and smashing the stigma around capability through storytelling

Access2Funding is calling upon early-stage investors to break down barriers and improve accessibility, sending a clear message to disabled entrepreneurs that you are genuinely committed to access, diversity, and inclusion. It is time that businesses stop underestimating the value of disabled innovation and work together to unlock one of the most under-tapped opportunity pools in the world.



### ACCESS 2

### **GEOGRAPHICAL LOCATION**



38.5% NATIONAL
15.4% OUTSIDE THE UK
30.8% GREATER LONDON
7.7% YORKSHIRE & THE HUMBER
7.7% SOUTH WEST
3.8% NORTHERN IRELAND
11.5% NORTH WEST
7.7% NORTH EAST
3.8% EAST MIDLANDS

### **CURRENT STAGE OF INVESTMENT**

**9.1% SERIES A-E** 

13.6% **SEED** 

**18.2% PRE-SEED** 

59.1% ANGEL/
FRIENDS & FAMILY



### **INTENDED RAISE VALUE**



10.5% £0 - £1K

5.3% £1K - £5K

21.1% £5K - £25K

10.6% £25K - £50K

10.6% £50K - £100K

31.6% £150K - £499K

5.3% £500K - £1M

**GENDER** 

**IDENTITY** 

### **DISABILITY EMPLOYMENT**



50% CURRENTLY ACTIVELY EMPLOY DISABLED PEOPLE

100% WOULD START/HIRE MORE DISABLED PEOPLE WITH BETTER FUNDING ACCESS



# DISABILITY DIVERSITY REPRESENTATION

44% NON-VISIBLE CONDITION
36% MENTAL HEALTH CONDITION
24% CHRONIC HEALTH CONDITION
36% PHYSICAL CONDITION
16% SENSORY CONDITION
44% NEURODIVERGENT
4% HEARING CONDITION
8% OTHER



# INTERSECTIONAL REPRESENTATION

ETHNICITY

INTERSECTIONAL DISABILITIES

SOCIO-ECONOMIC STATUS RACE

NATIONALITY

RELIGION &

SEXUAL ORIENTATION SPIRITUALITY



### **CURRENT STATE OF UK INVESTMENT IN DISABLED ENTREPRENEURS**

# **OVER 96%**

BELIEVE THERE IS A LACK OF VISIBILITY

ON DISABLED ENTREPRENEURS



**92**%

SAID THERE IS A

LACK OF
FOCUS ON

INVESTMENT OPPORTUNITIES FOR DISABLED ENTREPRENEURS

### OF THOSE UNABLE TO RAISE CAPITAL

**50%** 

BELIEVE THEY DID NOT HAVE THE SAME ACCESS TO INVESTORS AS NON-DISABLED ENTREPRENEURS

BELIEVE THERE IS A LACK OF SUPPORT & ADVICE AVAILABLE FOR DISABLED ENTREPRENEURS

**50%** 

44%

BELIEVE THAT THEY DID NOT HAVE & SUBSEQUENTLY COULD NOT ACCESS ADEQUATE RESOURCES

COULD NOT ACCESS OPPORTUNITIES

DUE TO INACCESSIBLE SYSTEMS &

PROCESSES

33%

33%

BELIEVE INVESTORS HAVE
COMPETING PRIORITIES WITH
DISABLED ENTREPRENEURS

COULD NOT FIND ANY RELEVANT INFORMATION FOR DISABLED

ON FOR DISABLED 26%
ENTREPRENEURS

33%

BELIEVE THAT ALL OF THESE
FACTORS CONTRIBUTED TO THEIR
INABILITY TO OBTAIN CAPITAL



# EQUAL ACCESS

TO THE SAME

OPPORTUNITIES & RESOURCES

AS NON-DISABLED ENTREPRENEURS

THE REMAINING 16% RESPONDED 'MAYBE'. NOT A SINGLE PERSON RESPONDED THAT THEY DID





1.2BN SEARCH RESULTS FOR BLACK FOUNDER

400M SEARCH RESULTS FOR FEMALE FOUNDER

2.5M SEARCH RESULTS FOR DISABLED FOUNDER



DISABLED ENTREPRENEURS HOLD JUST

0.1%

OF SHARE OF VOICE

**ONLY 17%** 

OF DISABLED ENTREPRENEURS SAID THEY ARE TREATED

**EQUALLY** 

TO NON-DISABLED ENTREPRENEURS IN INVESTMENT OPPORTUNITIES

DISABLED PEOPLE MAKE UP THE LARGEST MINORITY GROUP IN THE WORLD & OVER 20% OF THE UK POPULATION

### THE OPPORTUNITY OF FUNDING DISABLED ENTREPRENEURS



Heading into economic uncertainty, with limited national resources to spend on infrastructure, one of the most significant social and economic mobility assets is scaling entrepreneurship within every community.

Currently, disabled-owned businesses contribute almost 10% of the UK's GDP. 25% of small businesses are disabled-owned.

This proves a vast and untapped pool of highly competent, driven and creative business owners currently excluded from contributing even more to our economy. Using our initial findings, we can equate this missed opportunity to approximately £500M+ a year.









### JOSEPH WILLIAMS CO-FOUNDER & CEO CLU, A2F CO-FOUNDER

"For so long, the astronomical potential of our creative, agile and highly-skilled community has been diminished because of a lack of understanding of the value we bring. It is our intention for this campaign to create a movement of attention and opportunity for our community and to shine a light on the vast inequity we face when it comes to realising our potential as entrepreneurs."



CELIA HENSMAN CO-FOUNDER & DIRECTOR THE DISABILITY POLICY CENTRE, A2F CO-FOUNDER

"Why is it that, despite many of the greatest thinkers and creators of all time coming from disabled communities we are still struggling to be taken seriously as entrepreneurs? Normalising disabled people being experts in subjects beyond being disabled is crucial to investing more money in disabled entrepreneurs."



### VICTORIA JENKINS FOUNDER UNHIDDEN CLOTHING

"When the non-disabled don't see us, they don't consider us. The lack of opportunity we are presented with when looking to maximise our potential, and our businesses have gone unchallenged for too long. This must change."



# DIARRA SMITH HEAD OF PORTFOLIO & BRAND ADA VENTURES & A2FOUNDING SIGNATORY OF A2F

"We are passionate about finding and funding extraordinary talent as they build breakthrough ideas for the hardest problems we face. We believe bold ideas are the ones that change the world and this is why we wanted to be a part of #Access2Funding. Disabled entrepreneurs will build some of the most significant companies of the future."



## **JOINING THE PLEDGE**

By joining the Access2Funding Pledge, you send a clear message to disabled entrepreneurs that you are serious about setting up for success. You will also become a pioneer for access, diversity and inclusion in your sector.

We work with signatories to improve their engagement with disabled founders by:



# **IMPROVED**

**Adopting inclusive** language across the deal flow



### **IMPROVED EXPERIANCE**

Offering accessible experiences across the end-to-end process



# **IMPROVED**

Capturing the correct data in the correct way





Campaign Launch

**Survey distribution** & initial analysis

Survey preview released

Access workshops with Signatories

Signatories certified & Survey published

## **SUPPORT US**

Help us get our campaign as far and wide as possible. We want to connect with more founders, local Chambers of Commerce, charities, education bodies and membership organisations to ensure we are getting the best diagnostic possible on current state of play and opportunities ahead of the official report release next Summer.

For more information on how you can get involved with this monumental campaign, please get in touch:

For Signatories:

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For media enquiries:

For research enquiries: contact@thedpc.org.uk

For all other enquiries: access2funding@getaclu.io **Founding Signatories** 

**ASCENSION** 

