

Entrepreneurship Ecosystems

Building an Economic Engine for Job Creation

A global economic shift is occurring. We are at a turning point in history, a new economic era, with massive uncertainty and tremendous opportunity. The McKinsey Global Institute projects the loss of up to 800+ million jobs due to automation by 2030.

800,000,000
JOBS LOST BY 2030

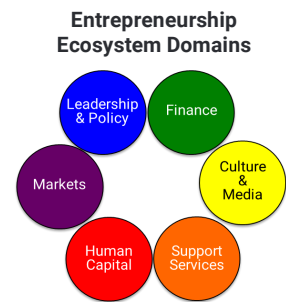
The world needs entrepreneurs. Entrepreneurs solve problems, drive innovation, stimulate economic growth through job and wealth creation. A study by the Kauffman Foundation suggests that nearly all the new jobs will come from startups and growth-oriented entrepreneurs. According to Ken Harrington of the Kauffman Foundation, we need massive scale entrepreneurship.

And yet, Worldwide Business Startups reports that even though 100M new startups are founded annually, there are also 100M failing each year.

100,000,000
STARTUPS FAIL EVERY YEAR

Entrepreneurs need a support system. Entrepreneurs need a support system that can help to dramatically increase odds of success. The entrepreneurship ecosystem is the foundational support system for the entrepreneur. The development of entrepreneurship ecosystems is a key topic of discussion in every city and nation of the world. It's the job of government to create the economic environment, rule of law, and policies for businesses to grow and thrive. It's the job of the private sector to create jobs!

The Leadership Institute For Entrepreneurs (LIFE) has developed a 6-Domain entrepreneurship ecosystem model based on the works of recognized thought leaders in this arena including the Kauffman Foundation (www.Kauffman.org), Global Entrepreneurship Network (www.genglobal.org), World Economic Forum (www.weforum.org), Endeavor (www.endeavor.org), Babson College (www.babson.edu), and Massachusetts Institute of Technology (www.MIT.edu).



Adapted from work by Babson College & World Economic Forum

Startup your local Ecosystem! LIFE offers a 3-Day Entrepreneurship Ecosystem launch event that includes a 1-Day event for ecosystem leadership focused on the establishment of a local ecosystem and a 2-Day event focused on Disciplined Entrepreneurship, the MIT systematic approach.

1-Day Ecosystem Launch Event Outcomes:

- ✓ Action plan to guide the establishment of a locally sustainable entrepreneurship ecosystem.
- ✓ Connection between business leaders, trainers, coaches, mentors, and local investment capital.
- ✓ Lay foundation for a establishment of local network of entrepreneurs sharing resources.

Cities launching in 2019:

- Niamey Niger
- Cairo Egypt
- Delhi India
- Addis Ababa Ethiopia
- Odisha India
- Detroit
- Nigeria
- NYC

APPLY TO LAUNCH YOUR ECOSYSTEM
LIFEstartups.com

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Key Performance Indicators (KPIs)

In studies by Endeavor.org and the Kauffman Foundation, entrepreneurship ecosystems typically take 3-5 years to become sustainable and 10-20 years to mature. So different key performance indicators (KPIs) are needed to measure success at different stages in ecosystem growth and development.

Leading Indicators are:

- Input oriented
- Hard to measure
- Easy to improve or influence

Lagging Indicators are:

- Output oriented
- Easy to measure
- Hard to improve or influence

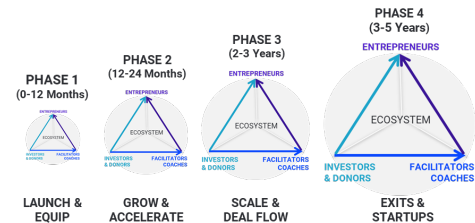
Example of Leading and Lagging indicators for weight loss could include:

- Lagging KPI - weight on the scale
- Leading KPI - Calories in, calories burned

Example of Leading and Lagging indicators for an IT outsourcing service agreement could include:

- Lagging KPI - Respond within 48 hours
- Leading KPI - % open at 24 hours, Average backlog/agent

Building an entrepreneurship ecosystem should be viewed in a similar fashion over a longer period of time. Leading Indicators show that the ecosystem is growing and developing. Lagging Indicators may not become evident for multiple years as the ecosystem continues to mature.



Examples of Leading Indicators (1-2 years) for an entrepreneurship ecosystem could include:

- # of Global Entrepreneurship Alliance members
- # of Interest Groups getting started
- # of Coaches and Facilitators that engage the ecosystem
- # of Virtual Accelerators that are conducted with the LIFE materials
- # of Requests and types of additional training
- # of Requests for translation of materials
- # and frequency of local meet ups occurring
- # of Experienced entrepreneurs giving back to help others (giving time)
- # of Pitch practice events
- # of Pitch events for investment
- # of businesses (or non-profits) started

Examples of Lagging Indicators (2-3+ years) for an entrepreneurship ecosystem could include:

- # of vetted Deals available for investment
- Amount of \$ available for investment (wealth creation)
- Amount of \$ invested
- # of Startups achieving sustainability
- # of Jobs created
- # and size of Exits
- Amount of \$ donated (scholarships, sponsorships, non-profit donations)

