



PORTFOLIO OVERVIEW

Uncharted backs social entrepreneurs piloting bold new approaches to creating impact by connecting them to the capital, mentorship, and peer communities they need to scale their solutions.

8

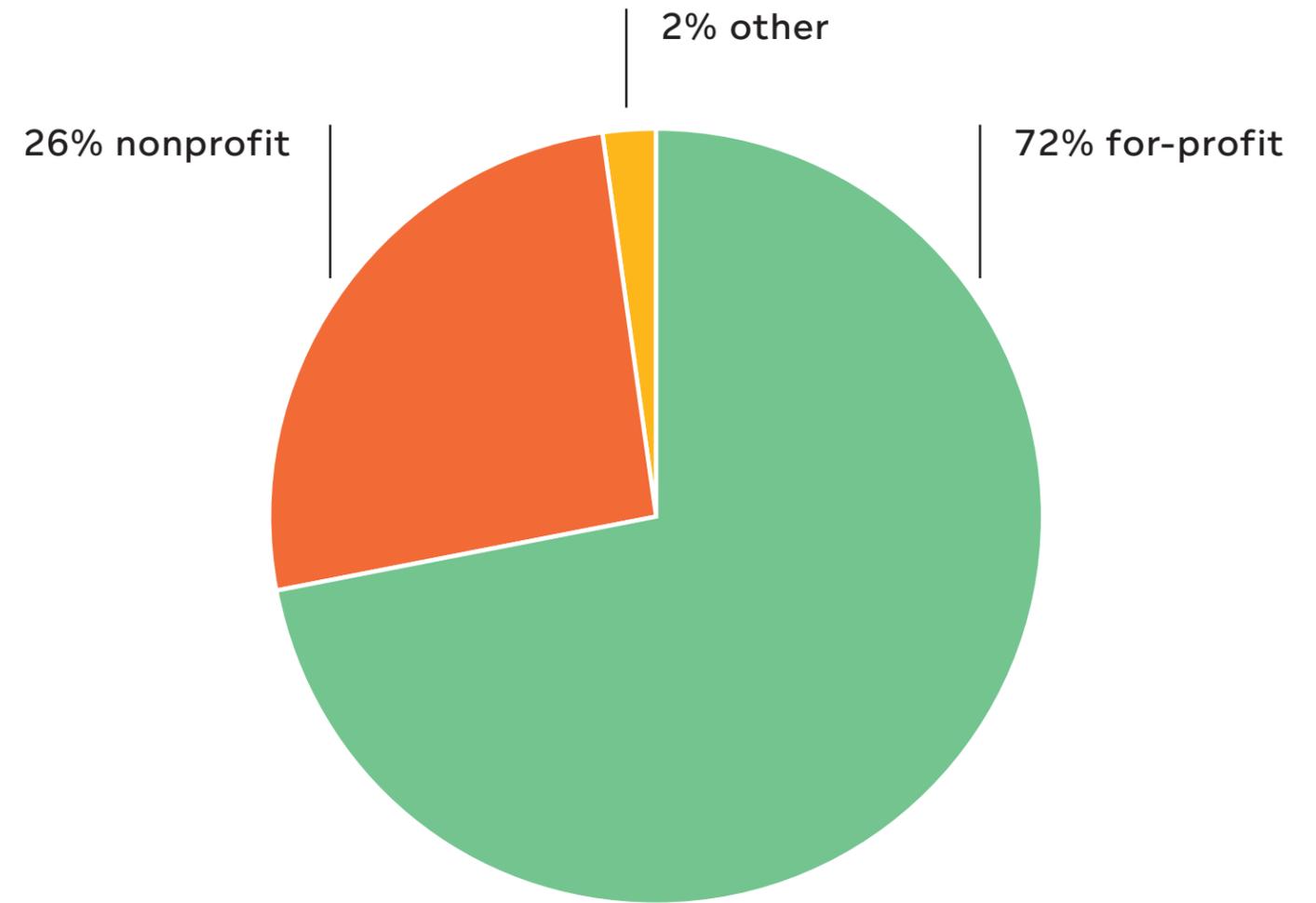
problem-focused programs

87

social impact ventures

47.5M

lives impacted around the world



48% female or non-binary founders

52% other

38% founders of color

62% other

In 2020, we're committing to increasing the diversity of our portfolio, including gender, race, age, sexual orientation, and more. Additionally, we'll collect more robust demographic data to ensure that our programs are accessible to entrepreneurs of all backgrounds.



PROGRAM HIGHLIGHT

The Future Cities Accelerator, a program in partnership with the Rockefeller Foundation, supported ten ventures tackling urban issues between February and October 2017. Ventures received a \$100,000 grant, along with personalized mentorship from business leaders, investors, and technical experts. Two years later, the data that we've received continues to show the wide-reaching and meaningful impact the cohort is creating.



597%

increase in capital raised within two years of attending the program



636%

increase in revenue within one year of leaving the program



30%

increase in funding one year after the program attributed to Uncharted



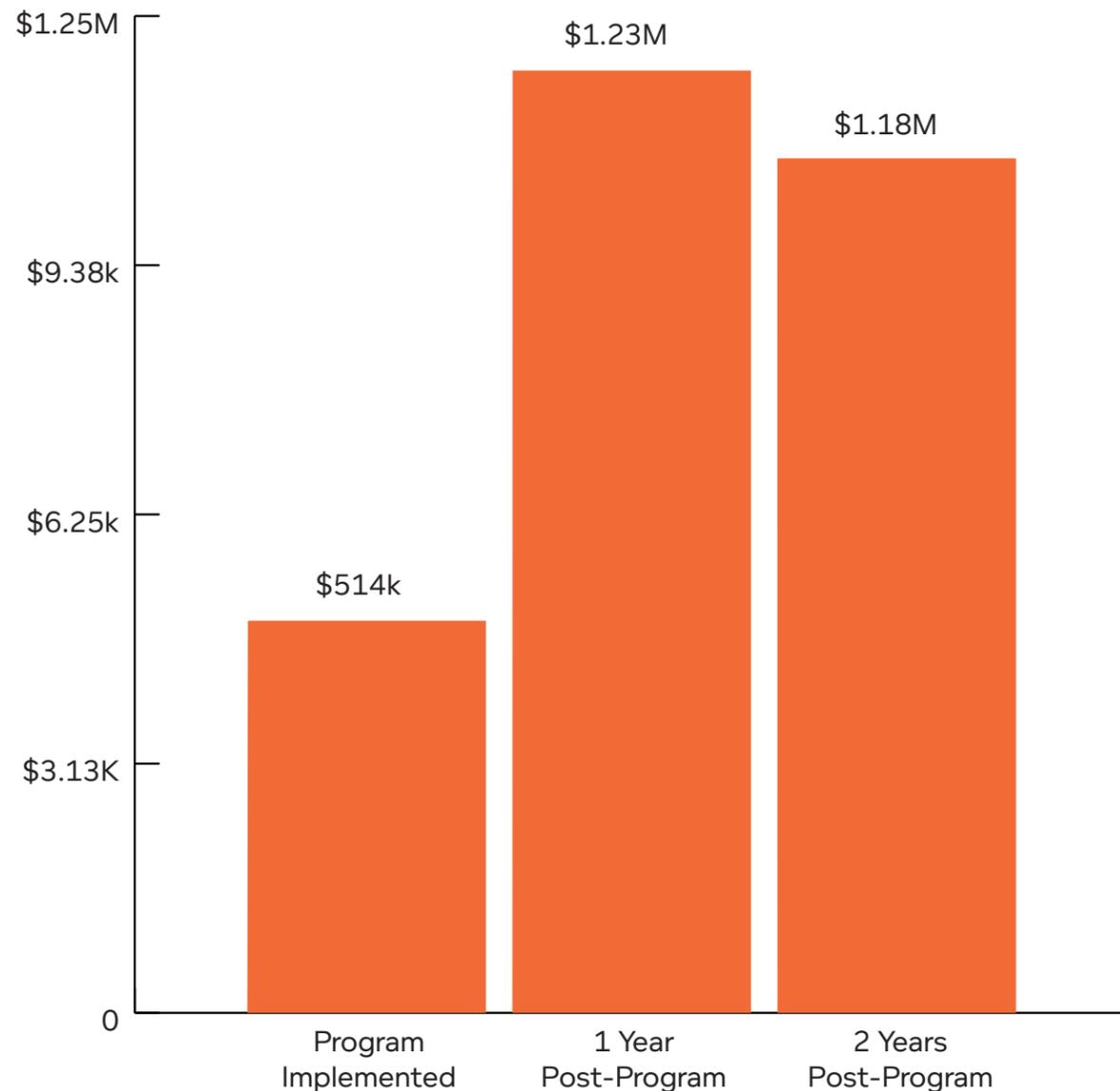
16.0M

lives impacted by the cohort of ten ventures

FUNDRAISING

A key component of our programs is helping ventures prepare for investment via fundraising workshops, financial consultants, and funder introductions and to our network of 250 impact investors, foundations, and individual funders. These supports are working — ninety-five percent of our portfolio ventures have raised capital, totaling over \$382M.

Average dollars fundraised



\$1 = \$8.12

for every dollar that funds Uncharted, our ventures generate \$8.12 in funding within two years that they directly attribute to Uncharted's support

250%

average increase in fundraising one year post program

6%

of our portfolio's total equity raised is attributed to Uncharted

14%

of increase in debt funding attributed to Uncharted

19%

of increase in philanthropic funding attributed to Uncharted

\$1 = \$3.16

for every dollar that funds Uncharted, our ventures generate \$3.16 in revenue within two years that they directly attribute to Uncharted's support

422%

average increase in revenue one-year post-program

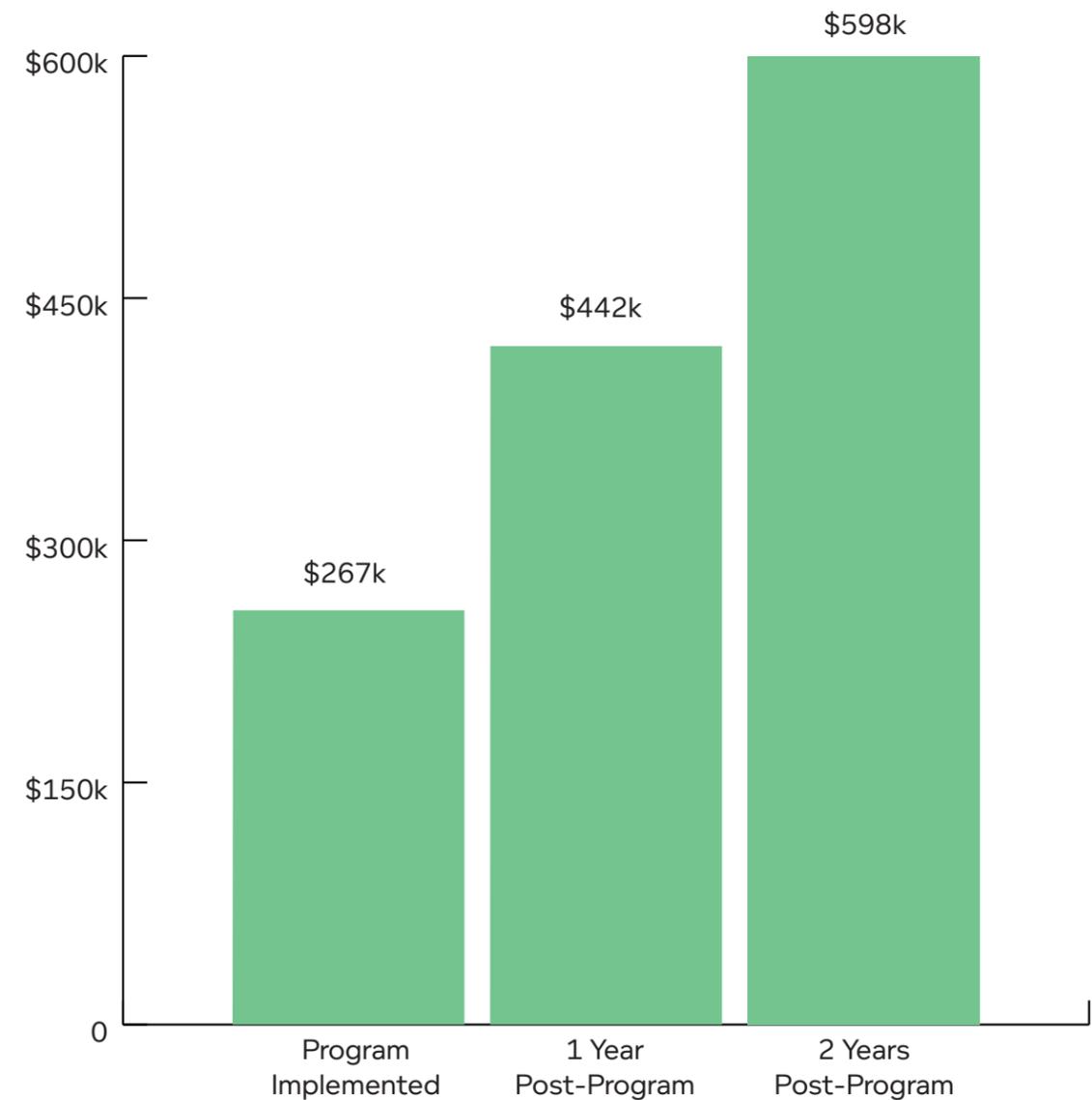
16%

of increase in revenue attributed to Uncharted

REVENUE

Beyond fundraising, we help our portfolio ventures diversify their revenue streams by connecting them to experienced mentors who can offer feedback on long-term strategic plans, customer acquisition strategies, product roadmaps, and more.

Average annual revenue



2019 PROGRAMS

The following programs were implemented in 2019.



SHAPING THE FUTURE OF FOOD WITH INTEGRITY

Title: Chipotle Aluminaries Project 1.0
Focus: Food Security
Partner: Chipotle Cultivate Foundation
Location: Newport Beach, California
Dates: Jan 2019 - July 2019
Ventures: Eight

HELPING DENVER RESIDENTS ACCESS JOBS IN CONSTRUCTION

Title: WorkNow
Focus: Workforce Development
Partner: Gary Community Investments
Location: Denver, Colorado
Dates: Oct 2018 - Present

CHANGING COMMUNITIES USING MOBILE TECHNOLOGY

Title: Visible Connect Year One
Focus: Mobile Tech
Partner: Visible
Location: Denver, Colorado
Dates: July 2019 - Mar 2020
Ventures: Six

BRIDGING THE URBAN AND RURAL DIVIDE

Title: National Western Center Cultivate Campaign
Focus: The Rural / Urban Divide
Partner: National Western Center
Location: Denver, Colorado
Dates: Jan 2019 - Sep 2019
People: 132 participants

IMPROVING THE LIVES OF LOW-INCOME CHILDREN

Title: Futurebound Acceleration Lab
Focus: Education
Partner: Gary Community Investments
Location: Denver, Colorado
Dates: Sept 2019 - May 2020
Ventures: Eighteen

SUPPORTING HUNGER RELIEF EFFORTS IN GLOBEVILLE AND ELYRIA-SWANSEA

Title: At The Table
Focus: Food Access
Partner: The City and County of Denver
Location: Denver, Colorado
Dates: Jun 2019 - Present
Ventures: Five



WHAT WE LEARNED IN 2019

Increasing Value Propositions

Since we launched as Unreasonable Institute in 2009, the number of accelerator programs available to entrepreneurs in the United States has grown by the hundreds. Subsequently, it's becoming more common for entrepreneurs to participate in multiple accelerator programs — sometimes, two or three at once! This means that founders are “shopping around” for programs and are raising the bar for high-value supports across the industry.

At Uncharted, we're continually thinking critically about how we can improve our accelerators' value, and challenge our partners to double-down on supports. We've also found ourselves pitching ourselves to entrepreneurs, a 180-degree shift from just a few years ago.

Shift Towards Later-Stage Organizations

Traditionally, accelerator programs have helped early-stage ventures develop their products, find early traction with customers, and raise seed funding. However, we've seen an uptick of decades-old organizations with multi-million dollar budgets applying

to our programs. This means that the acceleration model is becoming increasingly relevant for ventures with a slight shift in the types of supports that we're providing.

Rise of Skills-Based Volunteerism

Many of our partners, namely corporations and foundations, are looking for new ways to engage their employees in corporate social responsibility initiatives. The ones we've seen the most success with enable employees to volunteer their time and skills from anywhere, also known as skills-based volunteer marketplaces. Organizations in our portfolio like CareerVillage, Empower Work, UPchieve, and Objective Zero are all doing this, and are earning revenue for keeping corporate employees happy.



Entrepreneur Abi Ramanan of ImpactVision speaking with her mentor, Ime Archibong, at the Chipotle Aluminaries Project summit in Newport Beach, CA.



Entrepreneurs, mentors, and Uncharted teammates at the Visible Connect Year Two summit in September 2019.