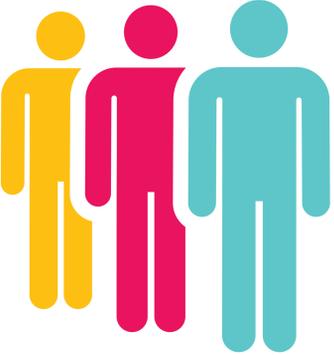
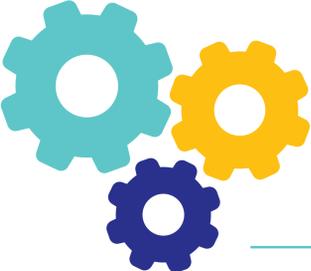


AU AMERICAN UNDERGROUND

2018-2019* ANNUAL REPORT

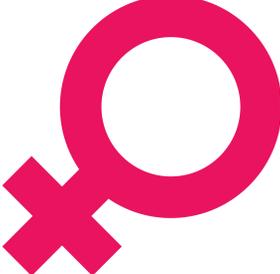
1,662 
PEOPLE EMPLOYED BY
AU-HEADQUARTERED COMPANIES

306 VIRTUAL AND SPACE
MEMBER COMPANIES
IN THE AU NETWORK

 **40** INDUSTRIES
REPRESENTED

33% OF RESPONDENTS
MENTORED YOUNG
ENTREPRENEURS

 **59%**
OF RESPONDENTS
VOLUNTEER WITH AN
OUTSIDE ORGANIZATION

 **32%**
OF COMPANIES
ARE FEMALE-LED**

26%
OF COMPANIES
ARE LED BY A
PERSON OF COLOR** 

48% OF COMPANIES
ARE LED BY A
FEMALE AND/OR PERSON OF COLOR**

 **10%** OF COMPANIES
ARE VETERAN-FOUNDED

 **27**
LANGUAGES
SPOKEN

* DATA COLLECTED FROM OCTOBER 2018
THROUGH SEPTEMBER 2019 IN PARTNERSHIP WITH
THE KENAN INSTITUTE

** "LED BY" REFERS TO ANYONE IN THE C-SUITE / LEADERSHIP TEAM

AU-HEADQUARTERED
COMPANIES RAISED



\$79.2 MILLION
IN TOTAL FUNDING

45% OF COMPANIES
THAT RAISED
MONEY WERE
LED BY A

FEMALE AND/OR PERSON OF COLOR**

88% OF AU-HEADQUARTERED
COMPANIES HAVE
EARNED REVENUE

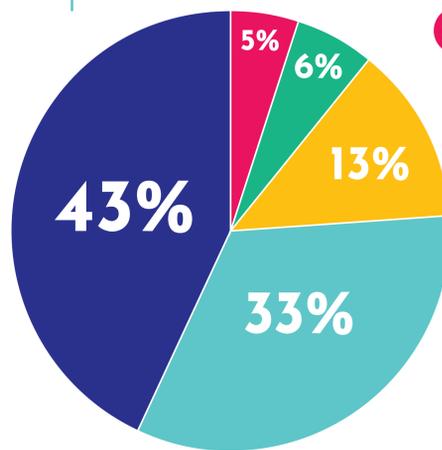
59%

OF AU-HEADQUARTERED
COMPANIES ARE
CASH-FLOW POSTIVE



\$1.3 MILLION
SPENT BY MEMBERS
AT LOCAL BUSINESSES
WITHIN 2 MILES

**CURRENT STAGES
OF BUSINESS:**

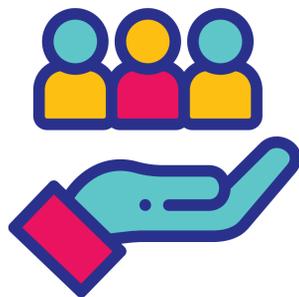


- IDEATION
- VALIDATION
- BUILD
- SELL
- SCALE

76% OF RESPONDENTS
FOUND AT LEAST ONE

**CUSTOMER, EMPLOYEE,
AND/OR INVESTOR**

**THROUGH THE
AU NETWORK**



15% OF RESPONDENTS
MOVED TO THE TRIANGLE
TO START/JOIN THEIR COMPANY
(FROM STATES LIKE CA, NY, AND TX!)

58% OF RESPONDENTS SAID
THEIR COMPANY IS
**GEOGRAPHICALLY
DISTRIBUTED**



**AU AMERICAN
UNDERGROUND**

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