“If we are going to solve the challenges confronting us—poverty, injustice, violence, war and disease, a degraded environment, climate change—we need social entrepreneurs.”

Sally Osberg, President and CEO of Skoll Foundation

On May 18, our inaugural Magis event celebrated social enterprise movement leaders Graham Macmillan formerly of VisionSpring (GSBI 2006) and now at Citi Foundation, and Skoll Foundation President & CEO Sally Osberg. SCU President Fr. Michael Engh, S.J., and Executive Director Thane Kreiner are pictured with them. Special thanks to Host Committee Chairs Maria and Wim Roelandts (not pictured).

“[Our] immersion trip demonstrated the great need, value add, and effectiveness of the Center's programs.”

Bob Finocchio, Chairman of the Board of Trustees at Santa Clara University

In December, Executive Director Thane Kreiner and Sr. Director of GSBI Pamela Roussos took guests to visit GSBI Alumni in East Africa. Pictured: SCU Board of Trustees Chair Bob Finocchio; Trustee Betsy Rafael; Jenn Kenning; Colin Miller; Advisory Board member Andy Paul; BanaPads CEO Richard Bbaale (GSBI 2012); and the BanaPads team.
Though our vision is ambitious, in the 2013-2014 fiscal year, the Center team made terrific progress executing an integrated strategy that animates the University’s 2020 Integrated Strategic Plan.

We successfully tailored our GSBI® capacity development programs to the stage of social enterprise maturity. After a radical revision of curriculum and structure, we find that the GSBI Accelerator’s emphasis on investment readiness resonates with impact investors. GSBI Online, with the fourth cohort underway, helps more early-stage social entrepreneurs refine their business plans. In May, the fifth meeting of the GSBI Network, hosted at Santa Clara, focused on two initiatives: best practices for social enterprise incubators and accelerators; and student action research with social enterprises.

Our Impact Capital program has garnered significant brand awareness for Santa Clara and GSBI. In June, Program Director John Kohler was an invited speaker at an exclusive Vatican conference on impact investing. The demand dividend continues to gain momentum as an innovative alternative to equity, one that recognizes the constraints of frontier markets as well as the needs of social entrepreneurs and their investors.

The third cohort of Global Social Benefit Fellows departed in June for field placements in Uganda, Indonesia, the Philippines, Mexico, and India, where they are working on issues including women’s health, safe drinking water, livelihoods, clean energy, and supply chain transparency to foster fair employment practices. We are proud of the Fellows and other students engaged with the Center’s work: they are the planet’s future change leaders.

The integrative nature of our three core programs – GSBI, Impact Capital, and Education & Action Research – differentiates our approach to driving social benefit. Indeed, the Center connects Silicon Valley start-up DNA with the Jesuit ethos of serving the poor. We are grateful to you and all those who support us in our endeavors to accelerate global, innovation-based entrepreneurship in service to humanity. Thank you.

“Thanks to GSBI’s mentorship, Literacy Bridge’s Talking Book program is now a rapidly growing operation, delivering life-saving health and agriculture audio lessons to the world’s most remote villages.”

Cliff Schmidt, CEO & Founder of Literacy Bridge
GSBI Accelerator 2013 (cover photo)
“GSBI helped us articulate our value proposition, revamp our project design, and improve our grassroots communication. We have benefited immensely and are very grateful.”

Safeena Husain, Founder & Executive Director of Educate Girls
GSBI Online 2013

GSBI Online helps early-stage social enterprises improve their business models and prepares them for more advanced training, such as the GSBI Accelerator. GSBI Mentors work with the social entrepreneurs over a six-month period.

The GSBI Network is a growing group of more than a dozen Jesuit universities and other mission-aligned institutions with the common goal of leveraging entrepreneurship and innovation in service to humanity. The fifth GSBI Network meeting held in May at SCU included Secretary of Higher Education Fr. Michael Garanzini, S.J.
The GSBI Accelerator prepares social enterprises for growing impact and securing capital investments. Entrepreneurs work with Silicon Valley executives who serve as GSBI Mentors and content experts. The GSBI Accelerator Investor Showcase affords an opportunity to pitch to impact investors.

“It was wonderful joining the GSBI community. We benefited substantially from the program and excellent mentors. I continue to connect with the mentors to seek advice on our tough business problems nearly a year after the GSBI Accelerator concluded.”

Nat Robinson, CEO of Juhudi Kilimo
GSBI Accelerator 2013
Impact Capital Director John Kohler leads the June ANDE Investment Manager Training in Mexico. These week-long courses strive to develop coordinated diligence and financing practices within the impact investing sector. For his leadership of ANDE’s Capital Aggregation Working Group and his work with investment managers focused on impact around the world, John was named the ANDE Member of the Year in October, 2013.

NEW WAYS OF FINANCING WOMEN-LED BUSINESSES
In collaboration with BAC International Bank, Inc. in Nicaragua, Enclude, and Agora Partnerships, the Center helped form a Variable Payment Obligation (VPO) program aimed at bringing financial inclusion to women-led businesses in Nicaragua. The VPO structure derives from the Center’s demand dividend innovation and focuses on cash-flow rather than asset-based lending. If this first pilot is successful, the program could see broad expansion to help micro-enterprises in many countries.

IMPACT CAPITAL
Our Impact Capital program applies investment tools to build prosperity in underserved communities.
“Money must serve, not rule! I exhort you to a generous solidarity and to the return of economics and finance to an ethical approach which favors human beings.”

Pope Francis

Pictured with Pope Francis, John Kohler presented at an invitation-only Vatican symposium on *Impact Investing for the Poor*. The Pope has called on the world to find ways to use money to serve people living in poverty, and specifically applauded impact investing.

**MONEY MEETS MEANING**

SOCAP is the world’s premier gathering of impact investors. Santa Clara provided thought leadership across four broad sessions.

**IMPACT INVESTING AND SPIRITUAL BELIEF: BREAKING THE CYCLE OF PERSISTENT POVERTY**
Thane Kreiner, Ph.D., Executive Director

**INNOVATIONS IN CAPACITY DEVELOPMENT FOR SOCIAL ENTERPRISES**
Andrew Lieberman, Director of New Programs, GSBI

**IMPACT INVESTING: KEEPING BOTH THE INVESTOR & ENTREPRENEUR HAPPY**
John Kohler, Director, Impact Capital

**MOBILE TO THE MASSES: OVERCOMING BARRIERS TO SCALE IN THE MOBILE SECTOR**
Radha Basu, Director, Frugal Innovation Lab
“Thank you to Anudip, iMerit, and everyone who allowed me to be a part of their family here in India. It has been an unbelievable experience, and the people are what have made it so amazing.”

Melissa Bica
Global Social Benefit Fellow 2013

TECHNOLOGY TRAINING FOR WOMEN IN INDIA
Melissa Bica (Computer Engineering 2014) provided hands-on instruction in HTML/XML coding to the trainees at the Anudip (GSBI 2005) Center near Kolkata, India. She taught basics of HTML and CSS. By the end, the women were able to create their own web pages with text, pictures, and hyperlinks.

SOLAR POWER TO LIGHT UP UGANDA
Kevin Kozel (Mechanical Engineering 2014), Emily Albi (Mechanical Engineering 2014), and Katrina Van Gasse (Marketing 2014) interviewed micro-entrepreneurs for Solar Sister (GSBI 2011). While in Uganda, the three Fellows assessed the social benefits to rural women of selling, purchasing, and using portable solar lanterns.
“The Fellowship has truly been the most inspirational and stimulating experience I have had at Santa Clara University. My time in rural Zambia shaped my vocational perspective in ways I never imagined.”

Jack Bird
Global Social Benefit Fellow 2013

SUSTAINABLE AGRICULTURE IN ZAMBIA
Boniface Hangala, the agroforestry technician for the Chikuni Jesuit Mission, instructed Jack Bird (Environmental Science and Political Science 2014) and Lynsey Cumberford-Palmer (Anthropology 2014) in sustainable agricultural production in Zambia. The Fellows conducted research into energy poverty, sustainable agriculture, and teaching strategies with rural Zambians in partnership with Lifeline Energy (GSR 2012). While working for the Center, Jack enhanced the Center’s Energy Map. At his graduation in 2014, Jack was awarded the Nobili Medal.

RADIO EDUCATION IN NEPAL
Niki Agrawal (Psychology 2014) and Lizzy Donahue (Computer Engineering 2014) visited Nepali Youth, an organization that participates in radio programs offered by Equal Access (GSR 2004). Niki and Lizzy conducted field research in Nepal to analyze the evolution from radio to mobile devices as well as social networking and funding opportunities.
WE BELIEVE IN IMPACT

232 enterprises have completed GSBI programs

90% of GSBI Alumni are still in business

107 million people positively impacted by these social enterprises

$96 million raised by GSBI Alumni social entrepreneurs

604,699 miles traveled by center staff and fellows to support social entrepreneurs this year

40% of GSBI Alumni are scaling and financially stable (3X the standard rate of for-profit ventures)

FISCAL YEAR 2013-2014

REVENUE:
- $2,296,222
  - 39% University Funding
  - 30.5% Gifts
  - 30.5% Foundations and Corporate Grants

EXPENSES:
- $2,093,236
  - 22.9% Administrative
  - 18% Fundraising
  - 74.6% Programs
  - 11.4% GSBI
  - 40.3% Impact Capital
  - Education

IMPACT AND FINANCIALS
YOU CAN MAKE A DIFFERENCE

Want to help visionary people solve our world’s most pressing problems?

VOLUNTEER
Get involved personally as a GSBI Mentor or help out at one of our special events. We have volunteer opportunities for every level of time commitment – from one day to long-term – and for every level of experience – from intern to CEO.

GIVE
All of our programs depend on charitable support from people like you. You can sponsor a scholarship for a high-potential social entrepreneur or a student fellowship, or contribute to support all of our programs. When you support the Center, your donation has an impact on those in poverty around the world.

ATTEND
HOLIDAY PARTY DECEMBER 10, 2014
MAGIS APRIL 30, 2015
ACTION RESEARCH OPEN HOUSE MAY 20, 2015
GSBI INVESTOR SHOWCASE AUGUST 20, 2015

CONNECT
Get more info and sign up for our newsletter by visiting www.scu.edu/socialbenefit

THANK YOU TO OUR MENTORS
Our deepest thanks to these women and men who dedicate their time and talents to serve as GSBI Mentors and Content Leads. They are the very lifeblood of GSBI programs and the embodiment of our mission.

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