GSBI ONLINE
2017 Summer Cohort 11
Investor Profiles

Miller Center
for Social Entrepreneurship

Santa Clara University
This booklet features the investment profiles for 11 out of 12 of the social entrepreneur members of the GSBI® Online Summer Cohort 11. The profiles highlight the social entrepreneurs’ work, their impact, growth plans, and financing needs.

If you are interested in exploring a funding or partnership opportunity, feel free to reach out to the entrepreneurs directly with their provided contact information or contact us at: gsbi@scu.edu

Cover photos courtesy of Orkidstudio, Oorja Development Solutions, and Design Outreach.

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Based at Santa Clara University, in the heart of the Silicon Valley, the Global Social Benefit Institute (GSBI®) accelerates social-impact enterprises that have developed innovative solutions to the problems of poverty. As the most rigorous and practical social-impact accelerator in the world, GSBI supports social entrepreneurs in sustaining and scaling their businesses. We help leaders manage risk and accelerator growth so they can multiply their positive impact on the world.

We support these entrepreneurs throughout their organizations’ life cycle through in-depth mentoring provided by executive-level women and men who work with them over the course of six months through weekly calls. Together, they refine and develop financial models, unit economics, growth strategies, operating plans, and a justifiable ask for their investment needs. The support provided through GSBI focuses on strengthening an enterprise’s impact and business model and presenting their value proposition in a compelling manner. We support social-enterprise leaders in developing the operational excellence and investment readiness required to scale, and we equip teams with practical tools to be successful.

Founded in 1997, Miller Center for Social Entrepreneurship is one of three Centers of Distinction at Santa Clara University in California. Miller Center accelerates global, innovation-based entrepreneurship in service to humanity. Its strategic focus is on poverty eradication through its three areas of work: The Global Social Benefit Institute (GSBI), Impact Capital, and Education and Action Research. To learn more about the Center or any of its social entrepreneurship programs, visit www.scu.edu/ MillerCenter.

Santa Clara University, a comprehensive Jesuit, Catholic university located in California’s Silicon Valley, offers its more than 8,000 students rigorous undergraduate curricula in arts and sciences, business, and engineering, plus master’s, Ph.D., and law degrees. Distinguished nationally by the fourth-highest graduation rate among all U.S. master’s universities, California’s oldest operating higher-education institution demonstrates faith-inspired values of ethics and social justice.

Table of Contents

ADVIN.................................................3
Agropreneur Initiative......................5
Design Outreach..............................7
Farming Hope.................................9
Folia Water......................................11
Healyx Labs..................................13
Oorja Development Solutions........15
Orkidstudio.................................17
Serve Africa.................................19
Susan’s House..............................21
VayuGrid Marketplace Services...23
Advanced Inclusive Technology, Inc.
Making rural health care cheaper, faster, accessible, and convenient.

ABOUT US
ADVIN has developed a connected, portable, and A.I.-integrated health-care device that allows patients and health-care workers to monitor vital signs, screen for major noncommunicable diseases, and communicate with physicians anywhere in real time. ADVIN makes healthcare more affordable, accessible, and convenient for hard-to-reach communities in the developing world.

TARGET MARKET
ADVIN’s target market is comprised of two main stakeholders, first, rural health-care centers, and second, the rural community members served by those healthcare centers. The first stakeholder purchases each device, sharing in the generated revenue, and the second stakeholder purchases screening and doctor consultation through the device. Part of the brilliance of ADVIN is that the innovation itself facilitates the growth of the first stakeholder by helping create more rural health-care centers, through removing the barrier of limited doctor availability. Fifty-six percent of the global population (4.2 billion) live in rural areas without access to high-quality health care and 80 percent of people in developing countries rely on local health-care clinics. The Bangladesh, Nepalese, and Myanmar markets alone are valued at USD $868 million.

VALUE PROPOSITION
ADVIN brings a high-quality integrated and connected health-care device for the remote health-care workers to perform diagnosis, prognosis, and doctor consultation to rural communities, eliminating the need for patients to travel to distant health-care centers unnecessarily.

Headquarters: Toronto, Ontario, Canada
Established: 2015
Impact Areas: Bangladesh
Type: For-Profit
Sector: Health, Information, & Communications Technology
Staff Size: 11; Volunteers: 4
Annual Budget: $2.2 million
Major Funders: Self, Sale of Services
Stage: Revenue

MANAGEMENT TEAM

MOHAMMAD ALIM
Principle Innovation Executive
“When I saw the health-care service available on my doorstep, I was not sure why I needed a monitor. I did not think I was really too sick. I soon realized this monitor and the rural doctor could keep an eye on my health with the digital technology.”

Nur-Jahan Begum, ADVIN Patient

INVESTMENT REQUIRED

ADVIN is looking for impact grants and public or private funding to facilitate the implementation of future devices and further development of ADVIN’s software. $1.8 million would allow ADVIN to scale to 400 more rural healthcare centres. ADVIN is also looking for strategic partnerships to provide more rural health-care centers with ADVIN devices.

IMPACT TO DATE

In just over a year, through partnership with seven rural health-care centers, ADVIN devices have been used to screen more than 12,000 patients. Each screening is recorded on an ADVIN device, and the patient’s medical data automatically entered in a digital medical record.

MILESTONES ACHIEVED

- 2016: Established ADVIN devices in seven rural healthcare centers in Bangladesh
- 2017: Started to Earn revenue 30,825
- 2017: Served more than 12,000 rural patients
- 2017: Increased health literacy for a calculated 100,000 rural community members

GROWTH PLAN

- 2017: Equip 3,000 healthcare centers in Bangladesh with ADVIN devices
- 2017: 26 units delivered with 100 units to be shipped
- 2018: Equip 500 health-care centers in Myanmar with ADVIN devices
- 2019: Equip 100 health-care centers in Nepal with ADVIN devices

KEY AWARDS

- 2016: OCE Ontario Global Social Voucher
- 2016: MARS Canada Selected Top 6 Global Social Venture
- 2017: Finalist NEXT AI Canada

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Agropreneur Initiative
Improving smallholder agro-entrepreneurs’ livelihoods through affordable finance.

ABOUT US
Agropreneur provides smallholder farmers and micro agro-processors with input and operational financing at an interest rate that is less than 15%. Our work is meant to build their capacity to produce a better quality and higher quantity of the products they are already producing and, by extension, lead to increased rural household incomes. We also offer quality inputs, agribusiness training, and marketing support.

TARGET MARKET
Uganda has a population of over 40,000,000 with over 60% dependent on agriculture. There are 3,800,000 smallholder farmers and 2,500,000 unemployed rural youth with access to farmland in Uganda. These two groups form the core of our target market.

VALUE PROPOSITION
Agropreneur offers services for the smallholder farmer who needs support in developing a sustainable agribusiness. The Agropreneur Packet is an agribusiness support package that provides low-interest agribusiness loans coupled with farmer training, quality input supply, and marketing support. Unlike NAADS, our product provides a solution that assists the farmer at every stage along the value chain.
“Since Agropreneur came into my life, I have been able to increase land use to three acres, and I have gone from earning nothing from my farm to earning 800,000 UGX a month. I appreciate the funding a lot but the training and marketing support are invaluable to me. Thank you, Agropreneur.”

Sulaiman Tugume, a maize farmer in Wakiso District

INVESTMENT REQUIRED

Our goal is to raise $330,000 in debt or equity funding to increase our loan portfolio, recruit more qualified personnel, and make additions to our agro-processing facility

IMPACT TO DATE

• Five lending cycles with 310 beneficiaries
• Increased household incomes of beneficiaries by $215 (from $400 to $615)
• Traded farmers’ produce worth over $571,000 on behalf of our program beneficiaries
• We have impacted 3,615 lives (310 farmers who have hired 413 workers = 723 households with an average of five members)

MILESTONES ACHIEVED

2015: Served 50 beneficiaries and sold over produce for more than 120 farmers
2016: Reached 200 loan beneficiaries and 500 farmers selling produce; opened a value addition center
2017: Launched a program management platform and brand of semi-processed food products

GROWTH PLAN

2018: Raise $ 330,000 in debt and equity financing
2018: Sign up over 1,000 users of our web and mobile platform
2018: Provide loans to 1,300 smallholder farmers
2019: Launch a state-of-the-art agro-processing plant handling cereals, spices, and poultry products

KEY AWARDS

2017: Finalist Growth Africa Social Entrepreneurship Competition
2016: ESAFF Smallholder Farmer Solution Innovation Challenge
2016: Accplus Foundation Award of Excellence

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Design Outreach
Creating life-sustaining solutions that alleviate global poverty.

ABOUT US
Design Outreach provides communities with LifePump, an innovative, high-quality progressive cavity hand pump that is long-lasting and deep reaching. LifePump reaches up to 150 meters and avoids catastrophic failure, providing 100% uptime. Up-front installations are less expensive with LifePump, and standard hand pumps cost 80% more to operate and maintain. We are currently developing new products, including remote monitoring and automated pumping in order to provide the cost-effective and sustainable water utility programs of the future.

TARGET MARKET
LifePump is an innovative tool that addresses the critical need for a deep-reaching and reliable hand pump for developing countries. Key beneficiaries include children under five, who are particularly susceptible to waterborne diseases that lead to diarrhea, dehydration, malnutrition and death. Women and girls who spend a considerable part of their day transporting water from distant and often unsafe sources would also benefit from this innovation.

VALUE PROPOSITION
For people in rural areas of developing countries who need safe and reliable water, the LifePump is an easy-to-use innovative hand pump that provides long-lasting reliable water more often (reaches up to 150 m or 3x deeper). Unlike standard hand pumps that are frequently out of service for repairs, our product is made with highly durable parts, costs 80% less for operations and maintenance, and does not suddenly or catastrophically fail, ensuring that it is virtually always in operation.

Headquarters:
Columbus, Ohio
Incorporated in 2012
501c3 status in 2013
Impact Areas: Malawi, Zambia, Kenya, Ethiopia, Mali, Haiti
Type: Non-profit
Sector: Water & Sanitation
Staff Size: 4; Volunteers: 15
Annual Budget: $550,000
Major Funders: Individual donors, corporate matching, NGO matching
Stage: Pre-Revenue

GREG BIXLER
CEO & Co-Founder

We are helping nearly 20,000 people gain access to safe and reliable water through LifePumps that are installed in Africa and Haiti today, with access extended to approximately 30,000 more people by early 2018.

WWW.SCU.EDU/MillerCenter
“Now, families are intact as it is supposed to be. Development has resurfaced in villages. Children can go to school. Kids eat every morning.”

Vickness Nyirenda
Resident, Zolomondo, Malawi

INVESTMENT REQUIRED

- 2018: $1.2M grant for Zambian government pilot program
- 2018/2019: $1.5M grant for Haitian beachhead program

IMPACT TO DATE

- 94 LifePumps fabricated
- 33,300 beneficiaries (13,300 currently and 20,000 soon to come)
- Four-year operation without any down-time

MILESTONES ACHIEVED

- 2013: signed MOU with World Vision for five-country pilot program.
- 2014: obtained $393k in funding
- 2016: completed World Vision five-country pilot program

GROWTH PLAN

- 2018: 1 NGO distributor, 50 pump sales
- 2019: 2 NGO distributors, 90 pump sales
- 2020: 3 NGO distributors, 250 pump sales

KEY AWARDS

- 2015: Central Ohio Entrepreneur of the Year, Rotary International
- 2017: Central Ohio 40 Under 40 Honoree
Farming Hope
Empowering and employing homeless neighbors in garden and cooking work.

ABOUT US
Farming Hope gathers community around food. We grow, cook, sell, and give away local food by employing neighbors experiencing homelessness in transitional jobs.

TARGET MARKET
The primary beneficiaries or participants in Farming Hope are our transitionally homeless employees. We describe these individuals as the “transitionally ambitious,” neighbors experiencing homelessness who are both willing and able to work, but facing numerous barriers to doing so. As a transitional employer, we hope to foster that transition toward their goals and toward sustainable living. We roughly estimate this percentage of the population to be 15 to 25 percent of the 22,000 individuals experiencing homelessness in the San Francisco Bay Area. Our primary goal or metric is to help program graduates achieve better employment after working with us, measured through hours, income, and housing status.

VALUE PROPOSITION
For transitionally homeless individuals, those who can and want to work their way out of homelessness, Farming Hope is a chance at transitional employment, job skills training, and a positive social environment. Our part-time work with on-the-job and classroom training helps people earn confidence, income, and experience in garden and cooking work. Unlike most service organizations serving homeless neighbors, we are primarily an employer for our beneficiaries.

Headquarters: San Francisco, CA
Established: 2016
Impact Areas: San Francisco and San Jose, CA
Type: Nonprofit
Sector: Agriculture & Fishing, Economic Development
Staff Size: 8
Annual Budget: $225,000
Major Funders: Silicon Valley Community Foundation, Health Trust, Wheat Ridge Foundation
Stage: Revenue

MANAGEMENT TEAM

JAMIE STARK  Cofounder
KEVIN MADRIGAL  Cofounder

We’ve built a working model of gardening, cooking, and food sales and scaled to our second city team. We have graduated nine transitionally homeless neighbors to better employment after working with Farming Hope.
INVESTMENT REQUIRED

We are seeking funds in a “seed round” fundraising campaign by garnering grants and donations, raising $123,000 by January 2018 to fund our San Jose team and new gardens and meal sites in San Francisco. We are focused on private foundation grants, individual donations, and earned income through food sales.

IMPACT TO DATE

• Nine homeless neighbors transitioned to improved or full-time employment
• Five employees have found housing or housing vouchers while working with Farming Hope and earning income
• 1,000+ neighbors have dined with Farming Hope

MILESTONES ACHIEVED

- June 2016: Won seed funding through FEED Collaborative
- December 2016: Obtained $50,000 in grant funding
- June 2017: Graduated first San Francisco cohort of six individuals
- July 2017: Raised $48,250 at first anniversary fundraiser party
- 2016: Accepted to the FEED Collaborative business incubator at the Stanford Design School
- 2017: Accepted to StartX, a start-up accelerator for Stanford businesses and nonprofits
- 2017: Partnered with Health Trust on $49,000 grant to launch Farming Hope San Jose team

GROWTH PLAN

- Hire 28 homeless individuals for part-time transitional work in San Francisco and San Jose from July 2017-July 2018
- Scale to start third city team, Farming Hope Oakland in 2018
- Feed 10,000 people by July 2018
- Start six gardens by July 2019

KEY AWARDS

- 2016: Accepted to the FEED Collaborative business incubator at the Stanford Design School
- 2017: Accepted to StartX, a start-up accelerator for Stanford businesses and nonprofits
- 2017: Partnered with Health Trust on $49,000 grant to launch Farming Hope San Jose team

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“There’s a lot of meditation in the kitchen for me. It’s therapy, and I’m stronger for my age now. You know I used to quit when things were difficult—I’d find something easy, but life isn’t always easy, and I don’t quit no more. And I feel real good about the support and love here.”

Phillip Bozman, peer manager
Folia Water
Making safe water affordable: the world’s first water filter for pennies, not dollars.

ABOUT US
Folia Water’s patent-pending silver-infused Folia Filter papers are the world’s first water filter that costs pennies and not dollars. Globally, 1.8 billion people drink contaminated water, leading to serious health problems and fatalities. Our vision is for Folia Filters to be sold in retail stores throughout developing countries, ubiquitously available and bought by one billion people as a routine staple along with bread, milk, and soap: the next $1B+ staple/brand/product.

TARGET MARKET
At a suggested retail price of only 50 cents for a week of germ-free water for an entire family, Folia Filters are affordable for the three billion low-income people who make two to ten dollars per day. With these filters, the people can have agency over their own access to safe germ-free water. We sell Folia Filter papers through consumer goods distributors who handle local marketing and retail distribution to lower-income consumers in developing countries who currently spent $20B/year on household water.

VALUE PROPOSITION
Folia Water manufactures nanosilver-infused paper water filters packaged like coffee filters, each providing germ-free water at a retail price of only 1¢/liter. We leverage the low cost and scale of paper manufacturing to achieve a high internal margin, split between Folia, the in-country distributors, and their retail value chain.
INVESTMENT REQUIRED

• Pre-seed, $900,000: Inventory; marketing and sales materials; and sales and support salaries to achieve recurring sales, proving product-market fit.
• Seed, $1.9M late 2018: revenue history to prove a scalable business model including profitability and quantified operational and financial key metrics.

IMPACT TO DATE

Folia sold all of our earlier prototype product to NGOs and Unilever China for testing in 30+ countries, providing 4,000 families with a year of safe drinking water. Safe water provides important, known benefits: healthier kids, reduced disease, increased productivity, better lives.

MILESTONES ACHIEVED

2015-17: Received significant media coverage with +100M viewers across the world
2016-17: Obtained $715K in funding
2016-17: Sold out $100K worth of MVP products
2017: Launched product officially in July and sold to nine distributors in less than a month

GROWTH PLAN

2018: Repurchase and expansion by three to five distributors, exceeding 100k end customers
2019: Expansion of number and scale of distributors, exceeding 1M end customers
2020: Replication and scale exceeding 3M end customers

KEY AWARDS

2015: Time’s Top 25 Best Inventions of 2015
2016: Institute of Chemical Engineers Global Award (Water)
2017: Columbia University Tamer Fund for Social Ventures

“If my husband does not buy this, I will write poetry to raise money so I can buy this myself.”
Bangladeshi woman, name unknown
Healyx Labs, Inc.
Shortening the recovery time of wound patients in South Asia.

ABOUT US
Healyx Labs was launched through Stanford's Design for Extreme Affordability Program in 2015 and is developing innovative, cost-effective solutions, which will help doctors in low-income countries successfully treat patients suffering from debilitating wounds. Our first product is an ultra-low cost portable negative pressure wound therapy (NPWT) device. The straightforward interface design enables effective use of NPWT in all settings, including outpatient and homecare, regardless of user expertise. Our goal is to reduce hospital stays, cut costs for medical supplies to families and hospitals and in the process markedly decrease patients’ pain and suffering.

TARGET MARKET
Healyx Labs has identified a significant and surprising gap in access to affordable NPWT treatment in untapped, emerging markets in Southeast Asia. These areas have a high prevalence of diseases linked to chronic wounds, and the number of corresponding potential patients presents Healyx Labs with a high-growth opportunity for delivering cost-effective NPWT technologies. Our initial target market is Tier 1 & Tier 2 private hospitals in centralized city locations in India. We have identified 40 private hospitals in Mumbai and Pune, India that are incentivized to buy into our solution in order to increase hospital throughput and hospital/doctor margins on the product, reduce infection rates, and enable clinicians to effectively heal wounds.

VALUE PROPOSITION
Beleaguered and often underfunded hospitals need Healyx Labs’ cost effective NPWT system to accelerate wound healing and free up beds. Unlike standard care with gauze dressing wraps that introduce a greater risk of infection, require frequent dressing changes, and results in a prolonged wound healing period, our product is clinically validated to accelerate wound healing and, consequently, patients need to go home more quickly.
“It’s going to be helpful for us because we will be able to send patients home earlier. That will reduce the burden on the hospital. It’s easy for the families, lets them go back to their normal lives, lets the children go back to their education.”

Dr. Iftekhar Mannan, Plastic Surgeon at Popular Medical College and Hospital

INVESTMENT REQUIRED

We are raising a $1.5M Bridge Round through debt financing. We have closed >$750k to date and aim to close the full $1.5M in a two-month timeframe to take Healyx Labs through Q1 2019.

IMPACT TO DATE

We are running our first clinical trial in Kathmandu, Nepal this January with up to 15 patients. This will be the first use of the device on patients and hence the first impact qualifying for metrics.

MILESTONES ACHIEVED

2015-2017: Secured $300k+ in Grant Funding
2016: Low-Volume Manufacturing of 15 Functional Prototypes
2016: Usability Validation Study: Completed in Dhaka, Bangladesh
2017: Accepted into Fogarty Institute for Innovation

GROWTH PLAN

Q1 2018: Pilot Study in Kathmandu, Nepal
Q2/Q3 2018: 30-Patient Feasibility Trial in India
Q3: FDA 510(k) Regulatory Approval
Q4: Anticipated Market Launch of first 1000 devices in Mumbai/Pune India

KEY AWARDS

2016: Infosys InfyMakers Design Award Recipient,
2017: Stanford BASES Challenge: 1st Place Medical Category Winner

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Healyx Labs
Oorja Development Solutions India Private Limited
Providing clean energy access to off-grid rural communities in India by deploying solar and biomass mini-grids.

ABOUT US
Oorja is a project developer of decentralized renewable energy systems—hybrid AC mini-grids powered by biomass gasification and solar PV and smart DC solar micro-grids that provide access to clean, reliable, and affordable electricity to off-grid and under-electrified rural communities for productive uses, household lighting and running irrigation pumps, using an innovative community-owned micro-franchise business model.

TARGET MARKET
India has a huge demand for electricity. Our total market size is approximately 450 million people without reliable power, of which 235 million are off-grid. Our target customers are rural micro-enterprises who need stable and around-the-clock power to ensure high-capacity utilization and steady revenues for low-income off-grid and under-electrified rural households earning less than $2/day and small-holding subsistence farmers who need to power irrigation pumps (about 25 million).

VALUE PROPOSITION
Oorja’s value proposition lies in deploying clean, reliable, and efficient AC hybrid (biomass gasification+solar PV) mini-grids for productive use of energy as an anchor load, supplying uninterrupted electricity to small businesses and DC smart solar micro-grids for affordable electricity to rural low-income households and to power irrigation pumps for farmers. Through the leverage of this innovative micro-franchise business model, Oorja can allow for a rapid scale-up, that is reliant upon local networks and a shortened pay-back period, thus improving shareholder value.

Headquarters: Delhi, India
Established: 2015
Impact Areas: Uttar Pradesh, India
Type: For-Profit
Sector: Clean Tech & Energy, Economic Development
Staff Size: 4; Volunteers: 2
Annual Budget: $150,000
Major Funders: Echoing Green, French Tech Ticket, Grantham Institute, SUPERGEN Super Solar
Stage: Revenue

MANAGEMENT TEAM

AMIT SARAOGI
Co-Founder, CEO

CLEMENTINE CHAMBON
Co-Founder, CTO
“Today is a very special day for us. Now, we have electricity to fulfill our basic energy requirements like lighting, fan, and mobile charging.”

Mannu Lal,
Head of Sarvantara Village Council

INVESTMENT REQUIRED
• Over the next 3-6 months, we are seeking $250,000 in philanthropic grant funding to finance the capital and operational expenses of our pilot hybrid mini-grid.
• Over the next 6-12 months, we are seeking to raise a seed-round investment of $750,000 in convertible debt to finance our scale-up and team expansion.

IMPACT TO DATE
• Provided clean energy access to 1,000 total community members
• Provided irrigation water to 50 farmers
• Created 10+ jobs created in Sarvantara, Uttar Pradesh
• Reduced carbon emissions by approximately 10,000 kg CO2eq so far during two months of operations

MILESTONES ACHIEVED
2015: Secured $90,000 in funding from Echoing Green
2016: Formed key technical, commercial, and strategic partnerships
2017: Installed and commissioned first DC smart solar 10 kW micro-grid
2017: Started operations and revenue generation

GROWTH PLAN
2017: Build and deploy the first AC hybrid 30 kW mini-grid to power small rural businesses
2018: Build and deploy 20 DC solar micro-grids and AC hybrid mini-grids in rural Uttar Pradesh
2019: Build and deploy 50 DC solar micro-grids and AC hybrid mini-grids in rural India

KEY AWARDS
2016: Winner of MassChallenge UK
2016: Social Innovator of the Year by MIT Technology Review
2016: Forbes 30 Under 30 Europe
2017: Winner of French Tech Ticket

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Orkidstudio
Creating high-quality and affordable buildings that significantly impact health and promote women in construction.

ABOUT US
Orkidstudio provides high-quality, affordable, and efficient end-to-end design and construction services. We believe everyone has the right to good design and access to healthy, inspiring, and dignified spaces.

We work with low-income-earning women to provide training and employment in construction skills, enabling them to secure professional certification and significantly increased earnings.

TARGET MARKET
Our target market is social impact organizations (nonprofits or social enterprises) seeking design and/or construction services as part of their growth or for the benefit of the communities they support. We (conservatively) estimate the market size to be 1.3M potential clients in Sub-Saharan Africa with a value of $12.5M.

VALUE PROPOSITION
Unlike local architects and contractors, Orkidstudio provides architectural design and construction management services, which are high quality, efficient and socially-focused for social impact organizations, thereby creating a reliable, trusted and exceptional build process and final construction.

Headquarters: Nairobi, Kenya
Established: 2008
Impact Areas: Kenya, Uganda, Zambia
Type: Hybrid
Sector: Education, Equality & Social Justice
Staff Size: 12; Volunteers: 3
Annual Budget: $500,000
Major Funders: Earned income, Jylag Foundation, Lusavi Foundation.
Stage: Profitable

MANAGEMENT TEAM
JAMES MITCHELL
Executive Director & Cofounder
CAROLINA LARRAZABAL
Design Director
INVESTMENT REQUIRED

- $768,000 grant for Women in Construction program to train 1,600 women over three years, impacting 10,400 children.
- $300,000 working capital loan or grant to support construction equipment and vehicle needs.

IMPACT TO DATE

- 11,000+ people benefited from completed buildings
- 52% of total workforce employed are female

MILESTONES ACHIEVED

- Employment and training of over 1,000 people in construction, of which 52% have been women.
- 2016-2017: Threefold increase on number of people employed.

GROWTH PLAN

- 2018: Maintain three to four construction projects at all times and train 350 women.
- 2019: Maintain five to six construction projects at all times and train 500 women.
- 2020: Maintain six to seven construction projects at all times and train 750 women.

KEY AWARDS

- 2013: Royal Scottish Academy Medal for Architecture
- 2016: Impact Design Hub 40-under-40
- 2017: Curry Stone Design Prize, Social Design Circle Honoree

“I have learnt how to build and do other jobs which I have never done in my life.”
Jessica Kangelu, 23, Zambia
Serve Africa, Inc.
Aspiring young farmers with financial and technical resources to build sustainable agricultural cooperatives.

ABOUT US
Serve Africa works with aspiring young adult farmers and farmers’ cooperatives to develop vegetable production and palm oil production in the Casamance region of Senegal.

TARGET MARKET
Senegal's population is expected to grow from 16 million to 22 million in 2021. The majority of this growth will come from the country’s northern region. Our objective is to work with food wholesalers, merchants, and the Casamance diaspora to distribute Casamance-made produce. The Casamance region, with its rich soil and long history of small-scale agriculture, has the potential to become the breadbasket of Senegal, providing food to the country's expanding population and furnishing economic opportunities to Casamance farmers.

VALUE PROPOSITION
Serve Africa works with aspiring farmers and agri-entrepreneurs in Senegal's Casamance region who need financial and technical resources to increase their yield and monthly income. We provide a one-stop solution that connects farmers and agri-entrepreneurs and allow them to work cooperatively. Unlike international NGOs and government programs that lack the follow-up or focus on teaching only one skill, Serve Africa is building the largest youth-led agricultural cooperative in Senegal.

Headquarters: Senegal, West Africa
Established: 2013-2014
Impact Areas: Casamance Region, Senegal
Type: Hybrid
Sector: Agriculture & Fishing, Economic Development
Staff Size: 1; Volunteers: 2
Annual Budget: $125,000
Major Funders: Open Society Initiatives for West Africa (OSIWA)
Stage: Pre-Revenue

MANAGEMENT TEAM
KODY EMMANUEL
Founder & Executive Director
“We are developing economic activities that are close to our homes. We hope that our activities will motivate our peers to become agro-entrepreneurs like us. It is important that young people realize that agriculture is not something you do when you have no other option available, but agriculture is the main commercial activity of our country.”

Ismaila Mane, Cofounder of COJAC

INVESTMENT REQUIRED

Serve Africa is looking to raise $1.1M in equity and grants to cover:
• the cost of program expansion
• the purchase of agricultural and irrigation equipment
• software development
• the funding of agricultural research and conservation initiatives.

IMPACT TO DATE

• 80% of participants are applying knowledge acquired via the three-year program
• One group has launched two successful agribusiness enterprises, a poultry project and a millet business
• Since 2015, membership has grown from 30 members to 75, with over $4,000 in savings.

MILESTONES ACHIEVED

2014: Launched the Serve Africa program model with an inaugural class of 30 program participants.
2015: Received a first grant from Open Society Initiatives of West Africa.
2016: Expanded to all of the Casamance region.

GROWTH PLAN

2017-2018: Train 800 farmers
2018-2019: Train 1,200 farmers
2019-2020: Train 2,000 farmers

KEY AWARDS

2016: SOCAP’16 Scholarship Recipient
2016: Nominated to be among 50 Global Alumni to attend the American Express Leadership Summit
2014: AmeriCorps Local Leader Award

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Susan’s House
Nurturing at-risk youth to create their future as successful self-confident citizens.

ABOUT US
At Susan’s House, at-risk youth learn how to manufacture and sell glass and ceramic artwork, as well as prepare meals for all shifts on a daily basis. Through their work in all these different jobs, they earn a salary, develop a sense of self-esteem and achievement, and build the self-esteem required to be successful in dealing with the demands and challenges of everyday life. In this way, Susan’s House provides a path for at-risk youth to assimilate back to society as confident citizens.

TARGET MARKET
Our target market is at-risk youth, ages 15-18. Approximately three million children, up to the age of nineteen, currently live in Israel. Of these children, 17% are considered at risk, and 23% of the total at-risk children are between the ages of 15 and 19. Consequently, there is a total target market of 110,000 youth at risk at the ages 15-19 in Israel. In our discussions with GSBI mentors, it became clear that our unique model can be successfully replicated elsewhere in the world, thus impacting millions of at-risk youth.

VALUE PROPOSITION
Susan’s House is a unique workshop and community center that empowers at-risk teens to find their place within society. Susan’s House has developed, and is further refining, a social business model to provide real-world social business skills and leadership training in a supportive environment that is cost-effective, financially sustainable, and replicable in other cities. Unlike other social service organizations that treat at-risk youth as a societal problem to be punished or segregated from mainstream society, Susan’s House aims to teach troubled youth how to be productive, positive, and engaged individuals.
INVESTMENT REQUIRED

Susan’s House is seeking grants to help fund the establishment of additional franchises. For the first year, there will be a need to fund some operating expenses including two staff members. We will need $450,000 to set up a new franchise and first-year operations.

IMPACT TO DATE

- Treated close to 500 at-risk youth since inception
- Successfully replicated Susan’s House model in a city hundreds of kilometers away from Jerusalem
- Built a replicable model that is in the process of being adopted by the Ministry of Welfare, Government of Israel.

MILESTONES ACHIEVED

- 2005: More than doubled the number of youth in the program per year from 30 YAR/year to 70 YAR/year
- 2012: Opened a franchise Susan’s House in the City of Eilat
- 2013: Developed and executed a change strategy building an in-house Visitor Center

GROWTH PLAN

- Open two additional Susan’s Houses franchise in Israel in the next three years.
- Increase number of YAR served in Jerusalem by 10% per year in the next three years.
- Bring self-generated funds (revenues) to 50% of turnover in the next three years

KEY AWARDS

- 2009: Youth At Risk Rehabilitation Excellence award by the Ministry of Welfare, Government of Israel

CONTACT US

+972-2-672-5069
avital@kys.org.il
http://susanshouse.org.il/

CONNECT

/susanshousejerusalem
VayuGrid Marketplace Services, PLC

Create clean energy and income stability for farmers on unproductive agricultural and mining land.

ABOUT US

VayuGrid provides clean energy and income stability through the creation of bioenergy zones, using an elite variety of the pongamnia tree called VayuSap, which can be grown on unproductive agricultural land.

TARGET MARKET

Our target market is the 20 million farmers with nonarable land and without electricity in India and the 2,000 Mining companies with sufficient acres of land to be reclaimed.

VALUE PROPOSITION

VayuGrid helps farmers to improve their economic status and provide energy access by turning nonarable land into productive agricultural land. Our product increases farmers’ income by 300%, is native to India, and provides both access to energy and long-term income for affordability. Unlike traditional marginal farming which provides limited returns and economic improvement, VayuSap is a crop for energy feedstock that is ideal for marginal land. For mining companies with large tracks of land, we provide a turnkey reclamation solution that changes reclamation from a cost center to a profit center and also supplies mining companies with access to clean energy. These mining companies have legal requirements for land reclamation. The VayuSap, a tree with minimal requirements for water and soil fertility, is ideal for this mining land. We can convert costs of $2K/acre for traditional reclamation to annual incomes of $2K/acre.

Headquarters:
Bangalore, Karnataka, India

Established: 2008

Impact Areas: Karnataka, UP, Chatisgarh India; Zambia

Type: For-Profit

Sector: Agriculture & Fishing, Clean Tech & Energy

Staff Size: 10; Volunteers: 10

Annual Budget: $500,000

Major Funders: Peterson Technologies, Mahindra, Friends & Family

Stage: Revenue

MANAGEMENT TEAM

DOUGLAS PETERSON
CEO

We will turn 10 acres of wasteland into a productive energy asset to power a farming community of 20 homes and provide income stability for the farming families.
“VayuGrid’s Green Mining Zones have the potential to create a fundamental shift in the way mining and environment will be perceived in future. Most importantly, its return-on-investment-based approach makes the Green Mine Zones economically sustainable, while having positive social and environmental impact.”

JP Singh,
Chairman of BVM Minerals

INVESTMENT REQUIRED

VayuGrid is seeking $22M investment to build a 12,000 acre Bioenergy Zone, which will bring clean energy and income stability to 6,000 farmers who currently farm on nonarable land.

IMPACT TO DATE

- We have validated the BioEnergy Zone to be productive with minimal rain and poor soil in India and Africa
- We have helped hundreds of rural families farming on marginal lands
- We have successfully reclaimed hundreds of acres of mining lands

MILESTONES ACHIEVED

2010: Raised $2M from Mahindra and Mahindra
2012: Completed first plantation
2014: Completed first mine reclamation
2017: Received Patent

GROWTH PLAN

Plant 10,000 acres to improve 5,000 farmers’ lives through income and electricity access
Reclaim 25,000 acres of mining land, improving the environment

KEY AWARDS

2012: Presenter, Rio+20, UN conference on sustainable development
2013: Won phase 1 grant from The Energy and Environment Partnership in Southern and Eastern Africa (EEP-SEA)
GSBI Impact Metrics

- 257M lives positively impacted
- 730 SEs trained
- 97 Student Fellows
- 100% would recommend

- $525M investment raised
- $201M investment raised since graduation
- 129M impact growth since graduation

GSBI Alumni

Map based on Longitude (generated) and Latitude (generated). Color shows details about GSBI Program (group). Size shows count of Organization Name. Details are shown for Shipping Country.
GSBI Staff, Mentors, and Content Leads

We are deeply grateful for the generous contributions made by our staff, the volunteer GSBI mentors, and content leads in support of GSBI social enterprises. The mentoring provided by the individuals below sets the GSBI apart from any other program in the world, and we thank them for their support.

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<th>Aimee Brown</th>
<th>Lakshmi Karan</th>
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<tr>
<td>Alex Limberis</td>
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