This work features the investment profiles for the 21 social entrepreneur members of the 2018 GSBI® Online Accelerator cohort. 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, please reach out to the entrepreneurs directly with their provided contact information, or contact us at gsbi@scu.edu

Cover photos by Discovered, Miyonga Fresh Greens, Elevated Honey Co., and Gameheads

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ABOUT US
Blending behavioral sciences, technology, and classroom data, we are building a personalized teacher-coaching platform from the ground up for the African context—that actually works! Our model leverages best-in-class coaches and evidence-based strategies so that any school can maximize teacher performance. TeachEasy is as easy as 1, 2, 3:
1. Foundational trainings on core classroom competencies
2. Dedicated coach provides regular classroom support
3. Coach provides feedback in individual and group sessions and sets personalized goals

TARGET MARKET
Countries in sub-Saharan Africa need 10 million skilled and motivated teachers in the next 5 years to meet their education goals. This is the number that drives us everyday. Our adoption curve starts with B2B: independent private schools and school chains and ends with B2G: governments.

VALUE PROPOSITION
Evidence shows that teacher trainings in sub-saharan Africa have had limited effect on quality of education. Our model leverages best-in-class coaches and evidence-based strategies, so that any school can maximize teacher performance and boost 21st century skills in the classroom.

INVESTMENT REQUIRED
We are raising a blended-financing seed round of $550k by June 2019. Other support areas include technical assistance and public-private partnerships.

IMPACT TO DATE
• 500 Teachers coached
• 11,500 Students reached
• 51% increase in student participation after 5 months of coaching

HEADQUARTERS
Mauritius

IMPACT REGION
East Africa

ESTABLISHED
2017

TYPE
For-profit

SECTOR
Education

2017 EARNED REVENUE
$21,589

2017 OTHER REVENUE
$88,000

MAJOR FUNDERS
Spring accelerator and self-equity

STAGE
Prepare

EMPLOYEES
6

VOLUNTEERS
2

MILESTONES
Reached 11,500 Ethiopian students in the academic year of 2017/2018

GROWTH PLAN
2020: Launch in 4 new regional markets
2020: Scale our impact to 1,000 teachers and 50,000 students in Ethiopia

2018 INVESTOR PROFILE

KEY AWARDS
2017: Semi-finalist for Global Edtech Startup Awards
2017: Selected for SPRING Accelerator 2017

CONTACT US
www.accelerated.co +251 91 554 5067 petter@accelerated.co

CONNECT
Blog https://medium.com/accelerated-blog

MANAGEMENT TEAM

RAVI SHANKAR
Founder & CEO

PETTER MELÅ
Country Director, Ethiopia

I have become a more effective teacher since you came to the school. The change is obvious; some of my previous low-achieving students have taken great leaps this year to become medium and high-achievers.

—Mr. Yaboneh, Adama, Ethiopia

500 accelerated-coached teachers and educators have delivered engaging lessons and have imparted 21st-century skills to over 11,000 K-12 students.

Value Proposition
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500 accelerated-coached teachers and educators have delivered engaging lessons and have imparted 21st-century skills to over 11,000 K-12 students.
Managing the living standards of men and women living from agriculture

AGRI-INVEST supports small farmers in three key ways. We organize farmers into groups and cooperatives, and offer regular training that helps them learn better farming practices, then visit each farm periodically to monitor production. In order to help farmers secure the agricultural inputs they need for optimal production, AGRI-INVEST provides inputs microloans to women without charging any interest. Finally, AGRI-INVEST buys farmers’ entire harvest and processes the crop in its factories. AGRI-INVEST partners with major distributors to market their products.

TARGET MARKET
The targeted beneficiaries of our program are smallholder farmers living on under one dollar per day. They represent 60% of the global Cameroonian workforce and a population of more than 300 million in Africa. For the rice sector alone in the villages of Maga and Yagoua, it employs approximately 100,000 households, mainly women and young people for productive activities of the paddies, facing the same challenges as other African small-scale farmers: the absence of private corporations, outdated agricultural practices, and industry inefficiencies. AGRI-INVEST assists them by providing a holistic approach.

VALUE PROPOSITION
For smallholder farmers who aspire to improve their living standards, AGRI-INVEST is a company that provides a holistic program enabling them to prosper. Unlike government and non-profit agencies whose approaches are limited in their impacts, our program builds an ecosystem that enables farmers to unleash a continued development of their rural communities.

IMPACT TO DATE
By December 2018, AGRI-INVEST Sarl is seeking to raise $2,000,000 as equity funding to build a new modern factory and $4,000,000 in debt financing to cover its operational cost as the new factory requires additional cash flow to run efficiently. This investment will directly impact nearly 50,000 family farmers by increasing their income in year 1.

We serve 3,000 family farmers in the far north of Cameroon.

CONTACT US
www.agriinvestgroup.org +237 69 078 8612 info@agriinvestgroup.org

MISSION STATED
Improving the living standards of men and women living from agriculture

I used to harvest 2,5 ton in my hectare plot of rice. Today, thanks to the support of AGRI-INVEST, I have doubled my production to 5 ton, and gained more money, and now send all my children to school and take care of my family. Everything has changed.

— DLAMI Martine
Maga, Northern Cameroon

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Providing quality medical education to the last mile healthcare professionals

The game-based simulation product Bodhi has provided is my best tool. This allows me to refresh key concepts in the case of high-risk pregnancies. I am able to use the application as a checklist to ensure high-quality ante-natal and post-natal care to mother and child.

—Rukmani, Community Healthcare Worker, Leh, India

We have trained over 30,000 healthcare professionals in key clinical areas in India and Indonesia.

Bodhi Health Education develops technology-based products for healthcare professionals delivering healthcare in remote locations of developing countries. These solutions include simulation games, adaptive e-Learning, and competency-based assessments.

The target market for Bodhi’s products and services are healthcare professionals serving at the last mile. Low-resource areas such as India, Southeast Asia, and Africa are the primary markets for Bodhi. The current shortage of frontline healthcare professionals is estimated to be 7 million, and is expected to increase to 13 million by 2035. Bodhi works with public health providers, government health departments, and tertiary care providers in urban and semi-urban areas to strengthen the skills and knowledge of the healthcare workforce using our products.

Bodhi Health Education provides medical education products, which are localized in terms of the language and cultural fitment, for front line healthcare professionals, and thereby creates anytime anywhere learning tools, unlike large companies such as Elsevier.

Our target is to raise USD 1 million in grants and equity over a period of next 4-8 months. From the grants, we are seeking USD 250,000 and the balance from equity. This capital is important for the growth of the venture over the next two years in terms of geographic expansion and investment in product development. In addition to capital, Bodhi is looking at partnerships in these geographies with stakeholders.

Bodhi’s direct beneficiaries include healthcare professionals. To date, the Bodhi training platform has reached 32,000 healthcare professionals across 7 states in India and Indonesia. We have done a detailed study of the infection-control training track impact where there is a reduction of 32 percent in hospital-acquired infections. For the health worker segment, on referral income model, there has been a 62 percent increase in average remuneration.

2015: Raised seed funding of USD 250,000
2016: Implemented the largest online program for 7,000 nurses and 2,000 doctors at All India Institute of Medical Sciences, New Delhi
2017: Platform implemented for 3,000 technicians with the support from International Financial Corporation’s TechEmerge Program
2018: Game-based application development partner for Project ASMAN roll out across 80 primary health facilities
2018: Expansion in Indonesia across 31 hospitals

2019: Set up 3rd comprehensive simulation nursing lab in India
2020: Set up Bodhi technology learning centres across 30 nursing educational institutions in India
2021: Reach out to 100,000 healthcare professionals

2018: IFC’s TechEmerge award
2017: MIINT Award at Wharton Business School
2017: Facebook Code for the next billion award
We have run programs for over 12,000 youth and 2,000 teachers.

Coschool designs and operates programs for the education sector in Colombia, with the goal of strengthening social and emotional skills in young people. We run 3 types of programs: Colead (leadership and social entrepreneurship programs for 5-18 year olds), Campco (character camps during vacations), and Cotrain (certifying educators in our “edumoción” methodology over 12 hours and other teacher training programs). In 2018, we are beginning to implement a blended approach with some of our delivery from 2019 online.

TARGET MARKET
Students (schools, parents, NGOs, Public Sector as clients): Total market size in Colombia: 6,100,000. Value: USD$285M/year. We reach our clients via referrals, marketing (online and presence at events) and partnerships.

Educators (schools, NGOs, teachers as clients): Total market size in Colombia: 425,000. Value: USD$30M/year. We reach educators via school networks, education NGOs and private-sector foundations. Subsequently, we cross-sell B2C to teachers directly. We also run free teacher training events to gain traction with schools & NGOs.

VALUE PROPOSITION
Coschool runs research-based, contextualized life-skill development programs specifically for post-conflict Colombia. We build capacity in schools and institutions, aiming to work with them for no longer than 3 years and focussing on teacher training and development as our highest impact and cost-effective delivery model. Unlike other education initiatives that believe that scaled up solutions can be applied top-down, our focus is on building solutions from the ground up, understanding local context, and proving impact in order to improve education public policy.

HEADQUARTERS
Bogotá, Colombia

IMPACT REGION
Colombia

ESTABLISHED
2014

TYPE
For-Profit

SECTOR
Education

2017 EARNED REVENUE
$200,000

2017 OTHER REVENUE
$60,000

MAJOR FUNDERS
Ashmore Foundation

STAGE
Prepare

EMPLOYEES
8

VOLUNTEERS
2

INVESTMENT REQUIRED
Grants: USD $300K (2018-2020)
Convertible debt: USD $400K (Q3 2019)

IMPACT TO DATE
• 12,000 students directly, 2,000 educators directly.
• 60,000 students indirectly (1 educator has a positive impact on approximately 30 students: indirect students = educators x 30)
• 110 different projects executed with over 150 schools involved

MILESTONES
2015: Unreasonable Global Institute
2017: Passed $200k in earned revenue
2017: Raised 190k in equity investment from angel investors
2018: Raised $75K debt investment from Ashmore Foundation
2018: Secured biggest project so far: 12 months with 300 youth plus 50 teachers in rural Urabá, $135K, with impact measurement from Ipsos

GROWTH PLAN
2018: Build 1st online/blended course for Cotrain (certification in Edumoción)
2019: Develop full suite of online/blended Coschool courses for Colead & Cotrain plus hire space for 300 in-person “train the trainer” certifications
2020: Establish core team in Medellín & Cali
2021: Roll out Coschool online programs to Mexico & Argentina

KEY AWARDS
2014: Ventures Colombia “Overcoming Poverty”
2016 & 2017: B Corporation “Best for the World” (for impact on customers)
2017: Agora Accelerator, Latin America
2018: Build 1st online/blended course for Cotrain (certification in Edumoción)
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2018 INVESTOR PROFILE
We have impacted over 20,000 low-income women with our client-centric simplified lending approach.

ABOUT US
Cyrus Africa provides innovative client-centric microcredit services to low-income women in rural and peri-urban communities that are often excluded and without access to financial services. Cyrus Africa’s microcredit scheme is affordable and easily accessible with no collateral requirement. The lending approach is simplified and repayment terms are reinforced through community and peer support.

TARGET MARKET
Out of the total addressable market potential of about 14 million customers in Ghana, Cyrus Africa reaches the available market of 6-8 million low income women in rural and peri-urban communities. These are mainly women who live on less than USD $2 a day and together constitute about 70% of people within the informal sector. They are often marginalized petty traders with small businesses. Our bank’s local presence in the community is key. Cyrus Africa reaches these clients through field offices set up within these low-income communities. Our credit officers increase the understanding and success of our customers by providing training and assistance along the way.

VALUE PROPOSITION
Cyrus Africa provides client-friendly and convenient microcredit in underserved communities. We utilize better loan application, disbursement methods, and repayment processes for rural/ peri-urban women and thereby empower micro-enterprises and enable job creation much more effectively than rural community banks, microfinance institutions, and financial NGOs.

INVESTMENT REQUIRED
We are seeking debt financing of USD$1.5M and USD$50,000 in grants to finance our microcredit expansion program to reach 27,000 active borrowers by 2020. This would enable Cyrus Africa to implement a new cloud-based technology for its program expansion, and integrate social performance metrics into the overall organization. Cyrus Africa will also impact over 37,000 micro enterprises, reaching 142,884 people with improved financial capability.

IMPACT TO DATE
1. Over 20,000 low-income women have benefited from Cyrus Africa microcredit program.
2. Established 5 branches currently serving over 30 rural and peri-urban communities in Ghana.
3. In partnership with the German Development Organization we have implemented financial wellness policy initiatives for Ministry of Food & Agriculture, and the Parliamentary Service of Ghana.

MANAGEMENT TEAM

JEFFERSON AGBAI
Co-Founder & CEO

ROSE-DARLING AGBAI
Co-Founder & Executive Director

HEADQUARTERS Accra, Ghana
IMPACT REGION Ghana, West Africa
ESTABLISHED 2013
TYPE Non-profit/NGO
SECTOR Microfinance
2017 EARNED REVENUE $318,884
MAJOR FUNDERS Minimal external funding
STAGE Scale
EMPLOYEES 25
PART-TIME 4

MILESTONES
2016: Collaboration with University of Ghana Finance dept. to research determinants of default to deepen social impact measurement.
2017: Expanded client reach from 2,500 to about 4,000 active borrowers.
2018: Signed MOU with SOS Children’s villages program to pilot an innovative program delivery in 2019
2019: Achieved average net income growth of 80% over the 5-year period covering 2013-2017

GROWTH PLAN
2020: Establish 19 branches to create 26,600 active borrowers
2020: Impact over 37,000 micro enterprises with over 70,000 jobs being created
2020: Scale up growth of the organization, expand the operation to other regions/new markets
2019: Integrate Social Performance Metrics into the overall organization
2019: Implement a new software/cloud based program management solution

KEY AWARDS
2017: MasterCard Scholar - Harvard Kennedy School Executive Program in Rethinking Financial Inclusion
2017: Harvard Business School Innovation lab
2016: Opportunity Collaboration Cohes Fellow
2016: Mentorship to Ghanaian entrepreneurs, a Kweku Foundation initiative
2017: Launch of the Cyber Training Lab

CONTACT US
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CONNECT
https://www.linkedin.com/in/jefferson-agbai-5093705/
Empowering creative artisans in emerging countries to use business as a force for good

About Us
Discovered provides creative artisan entrepreneurs in emerging countries the local support they need to get (online) access to international buyer markets and grow their businesses.

Target Market
An estimated 1 billion people in emerging countries are struggling to craft a better future doing business, but are still living less than $5 a day.

Developing small artisan enterprises will drive income generation and employment (particularly among women). Boosting artisan enterprise development can transform the economic landscape of emerging countries as a whole, when properly scaled, but artisan support organizations are often small, work independently of each other, are not well funded or recognized, and are unable to support this.

Value Proposition
Discovered provides creative artisan entrepreneurs in emerging countries an online platform with local support to give them access to the tools they need to grow their businesses. We offer a single point for market access making it super easy to list products, manage inventory and prices to sell across different (online) channels. We offer local skills training support on marketing, business development, and entrepreneurship to grow their businesses sustainably. We offer access to affordable loans to develop their businesses based on their online revenue, avoiding currency risks, and costly approval processes.

Investment Required
Discovered is looking for an equity investment of $800k to open 5 HUBs by 2019 to prove growth & replication of our approach. The Dutch-Good-Growth-Fund (DGGF) of the Dutch Ministry of Foreign Affairs will leverage private capital investments on a 1:1 basis. This will activate 1,750 artisan shops, empowering 8,000 artisans and 38k family members. Each HUB will create $443,520 impact revenue over 3 years and create at least 20 local jobs.

Impact to Date
There are currently 170+ artisan shops on Discovered, reaching 700 artisans and 3,200+ family members. Discovered has generated $220K+ gross revenue to date.

Milestones
Since our start, Discovered has attracted 535K euros in equity funding (2016 & 2017), 400K euros in convertible loans and 197,500 in subsidies in 2018.

2019: Open 5 Hubs in 3 countries to prove growth & replication of our approach
2020: Grow to 16 HUBs in 5 countries to become break-even

Key Awards
Selected for the Global Social Benefit Institute Online program

CONTACT US
https://www.discovered.us +31639765329 gijsbert@discovered.us

CONNECT
/dscvrd @dscvrd @dscvrd

2018 Investor Profile
WWW.SCU.EDU/MillerCenter
We offer 2500 rural poor honey outgrowers social economic pathways free 8000 ZamHives® with 250% uplift in Zambia and Southern Democratic Republic of Congo.

ABOUT US
Export-focused honey agribusiness company with an innovative drive which has given birth to the design of ZamHive®, low cost $4 double-deck, highly productive beehive made from unwanted wood waste and offcuts with 250% productivity uplift. We harvest, process and package honey produced by poor rural outgrowers who earn 150% more than with other crops for sale to global export markets and reinvest retained earnings to produce thousands of ZamHives® to expand the rural production base. Our impact covers six districts in Zambia and two towns in the Democratic Republic of Congo.

TARGET MARKET
Dytech exports 250 tons of bulk honey in 300kg metal drums to South Africa, Germany, Egypt and soon to China. Under the brand SweetHarvest™, we produce 8000 ZamHives®, process and package 40 tons of bottled honey made 100% by nature, as well as bee wax, royal jelly, propolis, and various other honey-based products. Twenty percent of the honey is bottled and eighty percent export is sold as bulk in 300kg metal drums.

VALUE PROPOSITION
The only firm that has a unique innovative beehive—ZamHive®—with 250% double-deck low-cost highly productive beehives. Rural outgrowers are provided with 8,000 ZamHives® and two fifty hectar SweetHarvest™ bee farms with 2000 Beehives. SweetHarvest™ brand is advertised as "100% made by bees," a compelling message to consumers. We offer a population of 2,500 rural outgrowers a traceable footprint of positive social economic change. We offer innovative honey-based sweets such as lollipops, candy, and lozenges, giving kids the chance to consume honey.

INVESTMENT REQUIRED
We have planned to obtain investment or grants or equity of $250,000 to increase the number of ZamHive® beehives for rural honey outgrowers. This will increase honey production per year from 200 tons to 6000 tons and 500 tons of wax. This will bring export revenue for reinvestment into factory and pay for any outstanding matters, thereby creating huge reserves of revenue inflows. We estimate that 6,000 tons will bring $15 million in export revenues.

IMPACT TO DATE
• Empowered 2,500 rural outgrowers across 4 provinces of Zambia and 2 towns in the Southern Democratic Republic of Congo.
• Rural outgrowers provided with 8,000 ZamHives®
• Created jobs along the whole value chain, including the hundreds of carpenters making ZamHives®
• Promoted fruit plantation farming such as mango, cashew nut and avocado which supports beekeeping
• Turns family farmers into hundreds of family employers
• Empowers rural women

MANAGEMENT TEAM
ALAN CHANDA
Founder & CEO

HEADQUARTERS
Lusaka, Zambia

REGION OF IMPACT
Zambia

ESTABLISHED
2015

TYPE For-profit

SECTOR Agriculture & Fishing, Economic Development

2017 EARNED REVENUE
$70,000

2017 OTHER REVENUE
$40,000

MAJOR FUNDERS
UKAID Business Plan Competition

STAGE Scale

EMPLOYEES 18

VOLUNTEERS 4

MILESTONES
Provided rural outgrowers with 8,000 low cost double-deck highly productive ZamHives® that have 250% uplift
Exported 100 tons of honey to South Africa and Egypt
Found markets for 100 tons of honey in Germany and in China, with first export scheduled for the last quarter of 2018
2018: Chosen to exhibit honey and all by-products in the 1st ever Shanghai Import Expo in China
Opened exports to EU-wide market

GROWTH PLAN
Train 10,000 rural outgrowers each with 20 ZamHives® in 5 yrs
Obtain organic certification for the honey and its products under the brand SweetHarvest™
Plant 100,000 cashewnut and mangoes to increase honey production, beeswax from flowers, and ingredients for honey sweets
Build a mobile phone app for rural outgrower traceability supply chain
Reach export capacity of 6,000 tons of honey into market such as EU, USA, China and the rest of the world

KEY AWARDS
2016: Winner of the Nyamuka Zambia business plan competition sponsored by UKAID
2017: Awarded an entrepreneur scholarship to learn about scaling up business South Africa, Egypt, China, and Dubai
2018: Awarded a fully-paid (UKAID) slot among 5 firms from Africa through competition of 250 entrepreneurs to a 14 day international exporter expo in Shanghai

CONTACT US
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alanchanda@gmail.com

2018 COHORT
DYTECH LIMITED

2018 INVESTOR PROFILE
Edupay has made a big impact on my school. I have been able to build new structures, including toilets, backfill an area that used to flood and pay my teachers all arrears owed. I pray that Edupay grows, expands, and is sustained to be able to help the community in terms of development and sustainability.

—Richard Intsiful, Proprietor, Fynn Upgrade International School, Prestea

Edupay will improve access to low-cost, higher-quality private education for more than 30,000 students by the year 2021 and improve the finances of 60 schools.

ABOUT US
According to independent research, private basic schools in Ghana far outperform their public school counterparts. However, many poor families in rural parts of Ghana cannot afford to make the required tuition pre-payments at the start of any given term. Edupay’s tuition financing model allows poor families to pay their tuition in small increments over time and ensures a level of revenue for the private schools that allows them make critical investments in teachers and school infrastructure.

TARGET MARKET
Edupay’s Serviceable Obtainable Market is estimated to be about 70 percent of approximately 1.9 million pupils enrolled in about 19,000 LCPS in Ghana. This represents about 1.3 million pupils drawing from about 15,000 low cost private schools (LCPS). Upon reaching an understanding with the school owners, we engage with parents through Parent Teachers Association meetings. Once parents and school authorities endorse our model, data collection begins and the model is implemented.

VALUE PROPOSITION
Edupay allows parents the ability to finance tuition for higher-performing, low-cost private schools over a 90 day term rather than 100% up-front tuition payments. The tuition payment plan will dramatically reduce student absenteeism and enhance the overall quality of student learning experience. Edupay provides private schools with accelerated cash collection and far greater accuracy in revenue forecasting. Tuition financing model will dramatically reduce tuition payment default rates and the accelerated cash flow will allow the private schools the ability to make key investments in teachers and school infrastructure on a more timely basis.

HEADQUARTERS
Prestea, Western Region, Ghana

IMPACT REGION
Prestea Huni Valley District

ESTABLISHED 2015

TYPE NOT FOR PROFIT/NGO

SECTOR Education, Economic Development

2017 EARNED REVENUE $25,000

2017 OTHER REVENUE $75,000

MAJOR FUNDERS Golden Star Bogoso Prestea Limited, ACES, Stan Stewart Institute

STAGE Validated

EMPLOYEES 9

VOLUNTEERS 6

MILESTONES
Completed Cohort 11 SCU GSBI mentoring and ready for next level scaling

REACHED 1,500 direct student beneficiaries

Mobilized USD$380,000.00 revenues cumulatively for the Six LCPSs

Over USD 200,000.00 value of new school infrastructure and pedagogical assets

GROWTH PLAN
Reach up to 30,000 real time pupil beneficiaries

Raise USD$500,000 financial resources to anchor growth agenda

Mobilize over USD$15M worth of resources to anchor growth agenda

INVESTMENT REQUIRED
Edupay is seeking $500,000 in grants to implement its financing model at more than 20 private schools in rural Ghana. These funds will benefit an initial 10,000 students by 2019 and provide additional working capital needed to support 30,000 students by 2021.

IMPACT TO DATE
• 1520 real time beneficiary pupils from about 830 households supported to pay their wards fees.
• Reduced tuition fee default rate of LCPS from 41% to 8%, which provided financial assurity for 15 schools.
• Economic impact of livelihoods by sustaining about 860 rural petty trading businesses, creating employment opportunities for 15 youths in the communities, and supporting 42 teenage mothers by offering scholarships to their children.

CONTACT US
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CONNECT
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KEY AWARDS
Silver Medal Award in the Project Category of the 2017 Youth Citizen Entrepreneurship Competition by the UNESCO Global Action Programme on Education for Sustainable Development
Selected to participate in the 2017-18 Global Social Benefit (GSB®) Online program

2018 INVESTOR PROFILE
Connecting rural beekeepers to the global market through a transparent supply chain

ABOUT US
Elevated Honey Co. provides an efficient, connected, and transparent supply chain that verifies the integrity of honey produced in rural mountain communities and brings stable cash flow back to producers. We guarantee yearly purchase of honey products if producers adhere to quality standards. We test 100% of honey purchased according to the most sophisticated adulteration testing methods, and thereby, we have secured a better market for producers.

TARGET MARKET
Target beneficiaries are the more than 250,000 small shareholder farmers living in China and northern South East Asia. They are moving into the working class and would like to live a more comfortable life. There is more infrastructure and opportunity for them, but they are still unable to earn a decent living in their villages.

Our target market are the domestic Chinese honey purchasers that are currently buying expensive imported honey, but would prefer a Chinese brand if a safe alternative existed. This market segment is worth $USD90 million per year and is expected to double over the next ten years.

VALUE PROPOSITION
Elevated Honey Co. provides stable market access and advancement opportunities, which are focused on creating a better supply chain for traditional mountain beekeepers and urban Chinese consumers. In turn, this creates better rural livelihood opportunities while increasing consumer safety. This is in contrast to competitors that profit from the status quo of an opaque and unfair supply chain.

INVESTMENT REQUIRED
Elevated Honey Co. is seeking $415,000 of grants and soft loan funding to standardize and improve customer-facing design materials, establish end-to-end traceability, grow market share, and expand production zones. That investment will enable us to positively impact the lives of 213,600 individuals and return a profit of $175,953 over the course of three years.

IMPACT TO DATE
Since 2014, 116 farmers have been trained, 11 have become professional beekeepers, 180 people in our region have benefited from a family member becoming a full-time beekeeper. Thirty people have been able to remain at home with their families rather than leaving to seek work in the cities. On the other end of the supply chain, 9,831 Chinese consumers have been educated about bees, honey supply chain issues, and beekeeping for development, many of whom are able to, for the first time, purchase a safe honey product to feed their families. We calculate all of our family calculations by multiplying by 6.

innitus

We have a 98% retention rate among farmers who have become beekeepers through our training.

In 2016, I sold all my honey to Elevated Honey Co. I used the money to buy a car so that I can drive my children to school. Elevated Honey Co. made me an interest-free loan to help purchase the car. Our village is at a high altitude, so it's important in winter that children have a ride in a car to and from school.

—Zhu Wenguang, beekeeper
Yunnan, China

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CONNECT
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MANAGEMENT TEAM
KATRINA KLETT
Co-Founder & CEO

HEADQUARTERS
Shangri-la, Yunnan, China

IMPACT REGION
China, Yunnan

ESTABLISHED
2014

TYPE
For-Profit

SECTOR
Agriculture & Fishing, Economic Development

2017 EARNED REVENUE
$4,217

MAJOR FUNDERS
Echoing Green

STAGE
Prepare

EMPLOYEES
3

VOLUNTEERS
4

IMPACT REGION
China

2017: Named Echoing Green Fellows and received a USD$90,000 grant

2016: A beekeeper in the program earned the highest wage in his rural village, with more than USD$6,500 from his honey sales.

2018: Double market share by working with new distributor and targeting 2 new cities with more than 12 live events

MILESTONES

2017: Build a honey processing facility

2018: Food+City Supply Chain Pitch Competition Finalist

2017: Echoing Green Fellows

2018: Expand into 6 new honey production regions

2018: Food+City Supply Chain Pitch Competition Finalist

2017: Echoing Green Fellows

2018: Expand into 6 new honey production regions

2021: Build a honey processing facility

GROWTH PLAN

KEY AWARDS

8 DECENT WORK AND ECONOMIC GROWTH
11 SUSTAINABLE CITIES AND COMMUNITIES
15 LIFE ON LAND

CONTACT US

connect

2018 INVESTOR PROFILE

20

www.scu.edu/millercenter
Increasing farmers’ living standards through access to critical information for decision making

Extensio’s text messages help remind the good practices and reinforce our extension work.

—Technical agent in Oaxaca, Mexico

In two years, we have provided actionable information to over 13,000 farmers in 20 Mexican states, thus impacting over 150,000 persons.

Extensio is a digital field agent through mobile innovation. We provide useful and timely information to each actor of the agricultural value chains in a scalable, inclusive, and cost-effective manner.

Our target customers are agri-research centers and agribusinesses who need to communicate their practices, products, and price information to both farmers and technical engineers, as well as receive information from the field. Our beneficiaries are small- and medium-holder farmers in Latin America, who need critical information for decision making. We have over 200 potential clients in Mexico alone and a beneficiary pool of 2.6M small- and medium-holder farmers with mobile access in Mexico. We target to reach 125,000 farmers in 2021 and work with 35 business clients.

Extensio provides farmers actionable information to reduce uncertainty, apply best practices, and negotiate better terms, directly from their phones and in the right moment to enable decision-making. As a result, this increases farmers’ yields, profits, and standard of living.

Extensio is seeking $500,000 of equity funding to develop its platform and support its working capital needs to fuel the business’s growth in the first 6 months of 2019. That investment will enable us to reach 20,000 farmers by the end of 2019.

In 2016, obtained $150,000 from USAID and $60,000 from INADEM.
In 2018, reached 13,000 direct users.
In 2021, have 125,000 direct service users.

Over 13,000 beneficiaries in 20 Mexican states
97% want to pursue receiving the service
76% share the information with 3 other persons
Each impacted farmer (directly or indirectly) represents a household average of 4 people.

HEADQUARTERS
Mexico City, Mexico

IMPACT REGION
Mexico 2015

ESTABLISHED
For-profit

TYPE
Agriculture & Fishing, Information & Communication

SECTOR
Tech

2017 EARNED REVENUE
$150,000

2017 OTHER REVENUE
$20,000

MAJOR FUNDERS
Sales (CIMMyT, ABInBev) & grants (USAID, INADEM)

Prepare

STAGE
EMPLOYEES
5

VOLUNTEERS
1

2016: Obtained $150,000 from USAID and $60,000 from INADEM
2017: Reached operational break-even
2018: Reached 13,000 direct users

MILESTONES
GROWTH PLAN

KEY AWARDS

2017: Top 4 Digital Social Innovation Company in Latin America (over 100 initiatives studied by ESADE Business School, Barcelona, Spain)

2021: Have 125,000 direct service users
2021: Impact over 1,000,000 people in rural Mexico
2021: 35 business clients in Mexico and Latin America

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https://www.linkedin.com/company/extensio-mexico/
Gameheads is a tech training program that uses video game design, development and DevOps to develop diverse talent and bold new voices, train young people (ages 11-25) for the tech eco-system, and prepare them for college, career and civic life.

We provided training in video game design, development and DevOps to 350 students in 2017.

—Yolanda Williams, parent

DAMON PACKWOOD
Co-Founder, Executive Director

HEADQUARTERS
Oakland, California, United States

IMPACT REGION
United States

ESTABLISHED
2015

TYPE
Hybrid

SECTOR
Education, Video Game Design, Software

2017 EARNED REVENUE
$49,598

2017 OTHER REVENUE
$51,024

MAJOR FUNDERS
The CA Endowment, Echoing Green, donors, sponsors

STAGE
Scale

EMPLOYEES
1

VOLUNTEERS
35

MILESTONES

2016: Secured startup funding ($80k) from Echoing Green

2016: Opened two additional programs: Gameheads: DevOps and Gameheads: Middle School, which serves students in Oakland and Richmond

2017: Established a career pipeline partnership with Electronic Arts

2017: Secured a professional software development contract with NBC television show, GIVE, which allows us to provide paid work to qualified students in mobile app development, IT, design, game design/ development, & project management

2018: Provided direct trainings to 350 low-income students of color ages 11-25 since 2016

GROWTH PLAN

In 2-3 years: Increase our impact from 0.1% of our demographic to 2% (3,000 program participants)

Increase our staff, including: DevOps Instructor, Program Manager, and Program Coordinator in year 1 & a Development Director in year 2

Increase earned revenue from our middle school program and DevOps services to cover 65%-75% of total staff cost by year 1, and 93%-99.9% by year 2.

2020: Increase in staff will allow us to serve more students, increasing our impact by 75%

2020: Increased students will allow production of 20 more culturally-rich interactive video games/yr, and produce our 1st commercial video game, distributed on Google Play.

INVESTMENT REQUIRED

We are currently seeking $250k in grants by the end of the fiscal year.

KEY AWARDS

2016: Echoing Green Black Male Achievement Fellow

2014 & 2016: ESA LOFT Innovation Fellowship Winners

2017: 2 NCWIT Aspirations in Computing awards

IMPACT TO DATE

- In three years, we have reached 850 total program participants. Our students have created 40 total video games with ten currently in production.
- 50% of our adult students are currently enrolled in post-secondary education and 2.3% have earned their undergraduate degree.
- 18.07% of our adult students are currently employed at companies Adobe, Rally, Weight Health, TekPerfect or working on the GIVE TV show contract through our software business.

CONTACT US

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damon@gameheadsoakland.org

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@WeAreGameheads
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Gameheads

www.scu.edu/MillerCenter

2018 INVESTOR PROFILE
Maximizing the impact of humanitarian assistance

We helped 60 charitable organizations maximize their impact by providing them with over $150K worth of goods donations.

“I was able to thank the donor for not only supporting the business but also their support of EBC and offered for them to come tour our facility to learn more about us. We LOVE GOODdler and how it's helping us connect with donors we had but never knew!”

—Ashley, Eastside Baby Corner

MANAGEMENT TEAM

GALINA FEDOROVA
Co-Founder, COO

ABOUT US

Gooddler offers an innovative tech solution to organizations working in aid and development to maximize the effectiveness of their work and multiply the impact by utilizing local resources for goods donations.

GOODdler digitizes inventory of local retailers and farmers and allows providers of humanitarian assistance to create wishlists based on the specific needs of beneficiaries, thereby minimizing waste.

TARGET MARKET

164 million people required humanitarian assistance in 2016 with thousands of organizations working to provide necessary assistance, spending USD$27.5B, of which USD$6.9B came from private donors (up from previous years)

VALUE PROPOSITION

For organizations providing humanitarian assistance who want to eliminate waste, expand outreach, and maximize the effectiveness and impact of donations, Gooddler offers an innovative solution that allows INGOs to connect directly to local suppliers for the fulfillment and management of goods donations. Unlike our competitors, we build a sustainable, localized supply chain infrastructure and allow NGOs to provide supporters with a transparent process of donating goods.

CONTACT US
gooddler.com 1(415)518-0204 galina@gooddler.com

HEADQUARTERS Daly City, CA, USA
IMPACT REGION Worldwide
ESTABLISHED 2014
TYPE For-Profit
SECTOR Humanitarian Aid, Disaster Recovery
2017 EARNED REVENUE $66,302
MAJOR FUNDERS TEC Venture, Founders Investments
STAGE Scale
EMPLOYEES 3
PART-TIME 2

INVESTMENT REQUIRED

$500K for 2018 to scale operations in US

IMPACT TO DATE

Through our work with 60 partner charities, we were able to reach over 100,000 people who received goods donations from over 1,000 donors.

VALUE PROPOSITION

For organizations providing humanitarian assistance who want to eliminate waste, expand outreach, and maximize the effectiveness and impact of donations, Gooddler offers an innovative solution that allows INGOs to connect directly to local suppliers for the fulfillment and management of goods donations. Unlike our competitors, we build a sustainable, localized supply chain infrastructure and allow NGOs to provide supporters with a transparent process of donating goods.

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MILESTONES

FINISHED BUILDING THE PLATFORM FOR US MARKET, AND NOW WE ARE READY FOR SCALE

TRIPLED REVENUE FROM 2016-2017

GROWTH PLAN

BY THE END OF 2018: SCALE US OPERATIONS TO INCREASE THE NUMBER OF ACTIVE CHARITIES IN THE US TO 100

BUILD A TECH SOLUTION FOR 15 INTERNATIONAL PARTNERS IN AREAS OF HUMANITARIAN ASSISTANCE AROUND THE WORLD

KEY AWARDS

2016: Finalist at the World Humanitarian Summit
2016-present: Member of the “Compact for Young People in Humanitarian Action” (United Nations)

CONTACT US
gooddler.com 1(415)518-0204 galina@gooddler.com

CONNECT

@gooddler

2018 INVESTOR PROFILE
Feeding Africa by improving farmer productivity and providing superior handling services, while creating value for all our stakeholders.

We have provided training & financing to over 300 farmers and doubled their productivity to almost 5 tons per hectare.

ABOUT US
Grassland Cameroon provides asset-based financing and agro-services designed to improve smallholder farmers’ harvests, reduce their post-harvest waste, and supply consistent-quality grain to corporate clients for further processing. Our services offer farmers: affordable access to capital, training and extension services, and unparalleled drying and storage facilities. We offer our clients large volumes of grain at consistent quality levels that they can rely on.

TARGET MARKET
Our beneficiaries are poor, rural smallholder farmers who earn their livelihood from farming, live under $2 a day, and have no assets. These farmers have poor access to finance, machinery, and storage facilities. Their route to markets is unreliable and filled with challenges. Globally, there are about 500M smallholder farmers producing millions of tons of grain p.a. There are about 13 million such farmers in Cameroon. Our target clients are large industrial enterprises who use corn as an input in production and require high volumes at consistent quality standards. The market demand for such corn in Cameroon is over 2 million MT per year.

VALUE PROPOSITION
Grassland Cameroon Ltd. (GLC) provides asset-based credit and agro-extension services, which are affordable and accessible for poor smallholder maize farmers, and thereby improves farmer productivity and incomes. This is in contrast to government agencies and other NGOs who provide inadequate and inconsistent services to farmers.

INVESTMENT REQUIRED
We are seeking a total investment of $520,000 in grants and soft loans to finance our increasing operations over the next 18 months. A $150,000 grant would go toward operations growth and capital expenditure and the remaining $370,000 would be for working capital. This investment would enable us to work with an additional 500 beneficiaries in 2019 and 2000 more by 2020, pushing our overall impact to over 16,000 residents in our community.

IMPACT TO DATE
So far, we have provided credit to 300 farmers, impacting at least 1,800 rural residents (assuming an average household size of 6 persons per farmer). These farmers have seen their yields increase from 1.9 tons per hectare to almost 5 tons per hectare since joining our program and costs of production have been reduced by over 60 percent.

CONTACT US
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MILESTONES
2015: Raised $167,500 in initial funding
2015: Built Cameroon’s premier grain-handling facility for post-harvest treatment of corn
2017: Unlocked financing for over 300 maize farmers
2018: Kiva credit facility of $45K was approved & disbursed
2018: Secured markets for over 5,000 tons of corn for 2019

GROWTH PLAN
2019: Finance at least 800 farmers and increase yields to up 5 tons per hectare for repeat farmers
2020: Finance at least 1,600 farmers and increase yields to up to 6 tons per hectare for repeat farmers
2021: Finance at least 3,200 farmers & increase yields to up to 7 tons per hectare for repeat farmers

KEY AWARDS
2018: MassChallenge 2018 Finalist (withdrew participation)
2017: Unlocked financing for over 300 maize farmers
2018: Kiva credit facility of $45K was approved & disbursed
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TARGET MARKET
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MANAGEMENT TEAM
MANKA S. ANGWAFO
Managing Director

HEADQUARTERS
Douala, Cameroon

REGION OF IMPACT
Cameroon, Africa

ESTABLISHED
2015

TYPE
For-profit

SECTOR
Agriculture & Fishing

EARNED REVENUE
$64,000

MAJOR FUNDERS
Friends & Family

STAGE
Prepare

EMPLOYEES
6

VOLUNTEERS
13

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CONNECT
https://www.linkedin.com/company/grassland-ventures-pcc/
Creating a sustainable education ecosystem in backward areas by creating local edu-leaders, and enabling them to improve their own education attainment while simultaneously improving the capabilities of children, with the aid of digital technology.

We have trained 1,000 community educators, and reached out to 20,000 children.

I always struggled to deal with multi-grade classrooms. Most of my session time was spent in unproductive activities where children used to learn not much. With i-Saksham training and support I can now feel that I am able to make the difference. With interesting pedagogy, teaching learning materials, and digital content, I am able to engage children and improve their learning outcomes.

— Sonam Kumari, community educator

ABOUT US
i-Saksham sees local youths emerging as a trained community educators. Using digital technology is a critical link to changing the present-day education ecosystem. i-Saksham mobilizes and develops enterprising local youths, mainly females or differently-abled people, from backward areas as community edu-leaders, and builds their capacity to deliver best pedagogy practices to poor children with the aid of digital technology.

TARGET MARKET
There are approximately 130 million children in India in want of quality education. 52% of Class 5 children in rural areas are not able to read grade 2 text books. Only a little over one-third of all children who enroll in grade one reach grade eight.

To serve the need of quality education of children in the present institutional crisis, over 1 million youths have emerged as enterprising community educators. i-Saksham builds pedagogy, and leadership skills in these youths to improve capabilities of children.

VALUE PROPOSITION
i-Saksham builds existing young community educators from marginalized sections as edu-leaders, and upgrades their teaching skills. With the aid of modern pedagogy techniques, and digital technology, these educators are able to provide quality education to children. i-Saksham provides mentoring and guidance support and enhances further avenues of learning. It leads to better life prospects of these youths. The services are delivered in backward areas at low cost, and flexible timings which reduces the opportunity cost to attend.

IMPACT TO DATE
• i-Saksham has trained 1,000 youths as community educators, and reached out to 2,500 children.
• Improvement in learning level—60% of children by at least 1 grade point in a year
• Improvement in life prospects of youths: Increase in their income by at least 25%; enhanced avenues to pursue higher education and realize their aspirations. 5 youths have qualified for higher education in prestigious colleges throughout the country.

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INVESTMENT REQUIRED
USD 500,000 grant in 3 years

HEADQUARTERS
Delhi, India

IMPACT REGION
India

ESTABLISHED
2015

TYPE
Non-profit/NGO

SECTOR
Education, ICT

2017 EARNED REVENUE
$3,000

2017 OTHER REVENUE
$75,000

MAJOR FUNDERS
Crowd-funding, IIM B and NSDC grants

STAGE
Validate

EMPLOYEES
12

VOLUNTEERS
5

MILESTONES
2016: Obtained USD$300,000 grant commitment from NSDC to train 50,000 youths as community educators over 10 years
2017: Launched a youth edu-leadership fellowship program to handhold meritorious educators for 2-3 years
2018: Trained 1,000 educators. 5 fellows qualify for higher education in top prestigious colleges in the country

GROWTH PLAN
2020: Train 5,000 community educators, and create 1,000 community edu-leaders
2021: Create an alumni engagement model to provide enhanced avenues to edu-leaders to pursue their aspirations
2022: Build a model to create 1,000 student leaders and develop as prospective edu-leaders of tomorrow

KEY AWARDS
2015: Top 5 proposals under ‘Skill Innovation Initiative’ organized by National Skill Development Agency, Ministry of Skill Development & Entrepreneurship
2016: Invited by Centre Innovation of Public Systems to present i-Saksham model of delivering education services in backward areas.
2017: Selected for incubation by NSRCEL, IIM B

IMPARTED TRAINING

30
Improving the lives of smallholder farmers in Kenya through value addition and market facilitation

15,000 smallholder farmers certified & access 30% increase disposable income to reinvest in health, education, and improvement of their families

Since we began working with Miyonga, we have learnt a lot about international food quality and safety standards, set up systems and structures that have helped increase our production and are now assured of weekly collection of our produce at competitive prices. We no longer worry about our children’s school fees.

—Joseph Mwangi, passion fruit farmer
Muranga County, Kenya

ABOUT US
80% of food products grown by smallholder farmers in Kenya is rejected and thrown away for cosmetic reasons, resulting in lost income and creating a negative environmental impact. Miyonga trains smallholder farmers in modern agricultural practices that lead to certification, and uses innovative agro processing technology to create value added fresh products with high market demand for export and local consumption, thus reducing food waste. Reduction of food waste reduces the emission of CO2 from landfills and incineration, thus reducing the negative climate impact.

TARGET MARKET
Miyonga sells importers who distributors as main channels to reach the final customers in Europe. These distributors reach Miyonga and its product offering at trade fairs, referrals from the buyer countries trade attaches, company website and FFV catalogues and newsletters where the products are advertised. Currently Miyonga has a ready market in UK, Norway, Netherlands, Romania, Singapore, Ireland, and Spain who need approximately ten containers of Fresh fruits and vegetable weekly while Miyonga can only produce 10% of their requirements.

VALUE PROPOSITION
Miyonga’s product value proposition compared to competitors is that the fresh fruits and vegetables come from community supported agriculture which means that each purchase goes to impact the livelihoods of the small holder farmers, their families and overall community. Fresh fruits and vegetables sourced from small holder local farms that use sustainable and certified farming methods which provides consumers with healthy alternatives for their meals.High level of product taste and aesthetic quality provided to the customer through care taken in post harvest handling and agro processing to reduce food waste.

INVESTMENT REQUIRED
Miyonga is seeking $430,000 capex investment. This will include $310,000 of debt investment to purchase fruit processing equipment in the next year. Miyonga is also seeking $120,000 in grants for certification of farmers in the next two years. That investment will ensure 1,500 smallholder farmers grow competitive products that meet global food safety standards, giving them access to an average of 13.6% increase in income, valued at $791,000 by 2020.

IMPACT TO DATE
• 15,000 livelihoods impacted through jobs created across the value chain
• 25–30% increase in income for 5,000 farmers, leading to 0.001 increase of the country’s GDP
• Prevented 100 tons of CO2 emission from incineration, composting, and landfill
• 100 jobs created for women and youth at the fruit and vegetable factory

MANAGEMENT TEAM

YVONNE A. MIYONGA
Director of Sales & Marketing

DOROTHY O. CHEGE
Director of Food Safety & Compliance

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HEADQUARTERS
Nairobi, Kenya

IMPACT REGION
Kenya

ESTABLISHED
2015

TYPE
For-profit

SECTOR
Agriculture & Fishing

2017 EARNED REVENUE
$400,000

MAJOR FUNDERS
Impact assets

STAGE
Scale

EMPLOYEES
30

VOLUNTEERS
3

MILESTONES

2015: Won Sinapis Business Plan USD$10,000

2016: Gender in Innovation Award

2018: Selected Top 50 Innovators in Africa Innovation Summit AIS

GROWTH PLAN

Set up a fruit processing factory

Training and certification of 10,000 farmers in five years

Expand our markets to Asia and Middle East

KEY AWARDS

2017: Nairobi Innovation Week Social Impact award Women and Youth USD$30,000 in kind support

2018: Selected Top 50 Innovators in Africa Innovation Summit AIS

MM"
ABOUT US
We are creating a model farm for subsistence for rural farmers. Our approach is as follows:
1. Empowering our beneficiaries with the required skills and knowledge.
2. Assisting them to access affordable effective agro technology. This will be achieved via our agri input sharing program which will be achieved through collective purchasing of inputs.
3. Linking markets: We will connect the farmers to appropriate markets and assist them to collectively sell their products. This model farm will help the farmers achieve favorable yields, thus reducing malnutrition.

TARGET MARKET
Total Addressable Market for Mnandi is 60,000 women. From the 60,000 approximately 6,000 farmers are commercial farmers already benefiting from the command agriculture program, as well as other contract-farming opportunities. These 6,000 are the served available market. Our target market is the 54,000 women farmers left who are considered communal farmers and unable to benefit from other programs as they are too small for other programs and are farming on less than 1 hectare plots. We are targeting to reach at least 10% of the 54,000 women in the next 2 years. The $400 farmers we will reach by trainings done at our model farm in Marondera.

VALUE PROPOSITION
Mnandi Africa provides agriculture support from pre-planting to harvest. Unlike most contractors that only offer support to commercial farmers, our product supports communal farmers by helping them access agricultural knowledge so they know how to manage their farming enterprises, markets so they are guaranteed, and income and equipment that will help them increase yields and earn more income.

MANAGEMENT TEAM
Ruramiso Mashumba
Founder & CEO

I always thought farming was meant to hurt my back; here I am 60 years old and farming without feeling the pain of bending because we can now use tractors.

—Mbuya Rufandike

HEADQUARTERS
Marondera, Zimbabwe

IMPACT REGION
Marondera, Mashonaland East

ESTABLISHED
2016

TYPE
Hybrid

SECTOR
Agriculture & Fishing, Economic Development

2017 EARNED REVENUE
$50,000

2017 OTHER REVENUE
$40,000

MAJOR FUNDERS
Echoing Green, AGCO, Pace Able Foundation

STAGE
Scale

EMPLOYEES
5

VOLUNTEERS
5

CONTACT US
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INVESTMENT REQUIRED
We are currently looking at equity investment worth $150,000.00 to put in grain dryers and storage facilities for storing grain in our community. The storage facilities will help us reduce the current post-harvest losses from 30% to less than 5%.

IMPACT TO DATE
• We have supported 100 farmers to access equipment to till their land.
• We have trained 500 women during our field days to get knowledge on better farming methods and prevent their crops from army worm infestations.
• Our social media platform has reached 1,000 women and we have given advice to 500 women looking at taking up agriculture as a career.

MILESTONES
2017: Won the Echoing Green grant of $80,000 which helped us mechanise our training centre that has equipped us to serve thousands of farmers
2018: Pace Able Foundation supported us with $21,000 which helped us purchase a planter so our farmers do not have to manually plant as well as irrigation system that helps our farmers double their yields.
2017: Zimbabwe Farmer Leader Award
2018: Iconic Women in Africa Award
2017: Business Woman of the Year runner-up
2018: Global Shapers Award for Youth in Agriculture runner-up

GROWTH PLAN
2019: Install solar powered driers and storage facilities that will be able to support 5,000 farmers with a facility to dry their grain and store for sale during peak seasons
2020: Move all our operations to be green powered and therefore save power and energy
2019: We plan to have reached 20,000 farmers
2020: We plan to have reached 20,000 farmers

KEY AWARDS
2018: Global Shapers Award for Youth in Agriculture runner-up
2017: Business Woman of the Year runner-up
2017: Zimbabwe Farmer Leader Award
2018: Iconic Women in Africa Award

2018: Global Shapers Award for Youth in Agriculture runner-up

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Mobilized Construction software platform was integral to improving roads that have not been repaired in more than 10 years. Even more important, they help create jobs and engage the local community in public works. There are little jobs in rural communities. Mobilized Construction’s work is critical to revitalizing our villages and engaging youth in work.
—Amos Njoroge, Minister of Transportation
Murang’a County, Kenya

We have improved accessibility and road safety for 15,000 people.

Mobilized Construction provides road quality and pothole diagnostics data for local governments to reduce road repair costs and improve road safety. Equipping vehicle fleets like buses and cars with our proprietary IoT sensor collects data at zero extra operation cost. Our network-wide maps provide municipal civil planners real-time data to efficiently schedule and bundle road repairs.

Governments are our primary customers as roads facilitate commerce, healthcare, education, and much more for citizens. Our target market today is the United Kingdom which spends $14 billion annually on road maintenance and pothole repairs. U.K. municipalities spend $150 million per year in resources to manage road operations.

Mobilized Construction provides local governments real-time road quality and pothole location diagnostics data so municipal transportation planners can make more informed road repair decisions. By proactively scheduling repairs, costs can be reduced by 30% while increasing road safety for more citizens.

Improving accessibility by providing real-time road quality data using IoT

ABOUT US

INVESTMENT REQUIRED

TARGET MARKET

VALUE PROPOSITION

IMPACT TO DATE

HEADQUARTERS
Cardiff, Wales

REGION OF IMPACT
United Kingdom, Kenya, Uganda

ESTABLISHED
2016

TYPE
For-profit

SECTOR
Transportation, Economic Development

2017 EARNED REVENUE
$0

2017 OTHER REVENUE
$50,000

MAJOR FUNDERS
Development Bank of Wales, Innovation Fund Denmark, D-Prize

STAGE
Prepare

EMPLOYEES
4

2018: Obtained $100,000 in total funding

2018: Featured in Politiken, the national newspaper of Denmark

2018: Completed 2 new projects in Kenya to improve roads for 12,000 people and create 30 local jobs

2018: Completed R&D for Internet-of-Things hardware sensor to automate data collection

2019: Sales for 10 road monitoring installations in the United Kingdom

2020: Restart Kenyan operations for digitized road procurement, create micro-contracts road maintenance

2022: Restart Kenyan operations for digitized road procurement, create micro-contracts road maintenance

2018: Obtained $100,000 in total funding

2018: Featured in Politiken, the national newspaper of Denmark

2018: Completed 2 new projects in Kenya to improve roads for 12,000 people and create 30 local jobs

2018: Complete R&D for Internet-of-Things hardware sensor to automate data collection

2019: Sales for 10 road monitoring installations in the United Kingdom

2020: Expansion to United States for 20 installations

2022: Restart Kenyan operations for digitized road procurement, create micro-contracts road maintenance

2017: United Nations Science and Technology Innovator

2017: D-Prize Awardee

2018: Edge of Government Award, Prime Minister’s Office of the United Arab Emirates

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2018 INVESTOR PROFILE

Milestones

Growth Plan

Key Awards

2017: United Nations Science and Technology Innovator

2017: D-Prize Awardee

2018: Edge of Government Award, Prime Minister’s Office of the United Arab Emirates

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2018 INVESTOR PROFILE

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2017: D-Prize Awardee

2018: Edge of Government Award, Prime Minister’s Office of the United Arab Emirates

2018: United Nations Science and Technology Innovator

2017: D-Prize Awardee

2018: Edge of Government Award, Prime Ministe
Moto Hope Micro Lending (MHML) is a social enterprise launched in 2015 to provide affordable financing to entrepreneurs and smallholder farmers with special bias for women and the youth in rural and peri-urban Kenya. We provide cost effective financial and non-financial products and services to the underserved micro/small/medium businesses, smallholder farmers and green energy users through our wide range of affordable loan product and non-financial support: Business/ Farmers training, capacity building and linkages to markets to enable smallholder farmers to fetch better prices for their produce.

TARGET MARKET
MHML operates three branches serving 80% rural dwellers and 20% urban dwellers out of which 75% are females and 25% are males. We primarily serve low-income earners between 18 to 65 years who have no collateral, are discriminated by other financial institutions, and are in need of affordable and flexible financial aid. Currently, our main clients are small businesses, smallholder farmers, and green energy users. Our growth trend is to reach out to over 350,250 small businesses, $20,500 smallholder farmers, and 750,450 green energy users by the year 2030.

VALUE PROPOSITION
Moto Hope Micro Lending offers affordable loans to underserved low-income small businesses, smallholder farmers, and green energy users who are usually discriminated and their loan application rejected by most financial institutions due to bad or no credit, lack of collateral and weak cash flow. Unlike other financial institutions which charge quite exorbitant interest rates, which are not in line with clients’ welfare improvement, we not only give low-interest loans, but rather, transform micro-entrepreneurs/smallholder farmers through training, capacity building and M&E thus improving their livelihood.

HEADQUARTERS Nairobi, Kenya
IMPACT REGION Kenya
ESTABLISHED 2015
TYPE Non-Profit/NGO
SECTOR Microfinance, Economic Development
2017 EARNED REVENUE $31,987
TOTAL REVENUE $306,525
MAJOR FUNDERS Private donors
STAGE Scale
EMPLOYEES 12
VOLUNTEERS 9

INVESTMENT REQUIRED
Moto Hope Micro Lending is looking to raise $1,000,000 in debt or grant to increase financing to small businesses, smallholder farmers and distribute more green energy products to off the grid clients.

IMPACT TO DATE
- Over 800 funded entrepreneurs
- Over 450 businesses trained
- Over 150 smallholder farmers trained
- Linked over 60 farmers with market
- 155 clean energy stoves distributed
- 61 solar panels distributed to off the grid beneficiaries

MILESTONES
- 2015-2016: Obtained $306K in funding
- 2017: Loaned over 800 entrepreneurs and 150 smallholder farmers
- 2018: Trained over 600 businesses and smallholder farmers
- 2019: Loan 4,500 small businesses, 3,200 smallholder farmers and distribute 2,800 green energy products
- 2021: Open additional 3 branches

GROWTH PLAN
- 2019: Loan 4,500 small business, 3,200 smallholder farmers and distribute 2,800 green energy products
- 2020: Ensure 10% customer retention rate through easy-to-relate-with brand programs
- 2021: Open additional 3 branches

KEY AWARDS
- 2017: Shortlisted for Slush Global Impact Accelerator Competition at the iHub!
- 2017: 2nd best in Business Innovative Challenge in the 2017 E4IMPACT
- 2018: Finalists in the Global Social Benefit Institute (GSBI®) Accelerator program

CONTACT US motohopemicrolending.org +254725794040 vkiarie@motohopemicrolending.org

MANAGEMENT TEAM
REV. FRANCIS KABIRU
Founder & CEO
VINCENT NJUGUNA KIARIE
Executive Director

2018 INVESTOR PROFILE

Providing affordable loans and training to underserved small businesses, smallholder farmers and green energy users

The $400 loan that I received from MHML enabled me to increase my fabric stock and upgrade my sewing tools and equipment. MHML gave my dwindling business the necessary boost and earned me more clients. I can comfortably put food on my table and take care of my five children’s school fees needs.

—Seline Agatha Wakhungu, Tailor Molo, Kenya

We have funded over 800 entrepreneurs, trained over 450 businesses and 150 farmers, linked over 60 farmers with markets, and distributed 216 green energy products.
Ongoza provides early-stage, high-potential, youth-led businesses across Kenya with customized strategic business advisory, market linkages, and financing to grow into employment-creating SMEs. Based on an in-depth diagnostic and growth plan, our experienced in-house business development advisors offer each entrepreneur up to eight hours per month of 1-on-1 consulting for up to a year. After three months, we refer portfolio entrepreneurs to financing opportunities through a pilot in-house debt fund and a network of partners and investors.

Ongoza provides early-stage, high-potential, youth-led SMEs in Kenya, Ongoza provides a year-long cohort-based service integrating individualized 1-on-1 consulting, peer community, and access to capital. Unlike many other other accelerators or business training courses, Ongoza provides entrepreneurs the skills and connections they need at the time they need them and operates outside of Nairobi.

For early-stage, growth-oriented youth-led SMEs in Kenya, Ongoza provides a year-long cohort-based service integrating individualized 1-on-1 consulting, peer community, and access to capital. Unlike many other other accelerators or business training courses, Ongoza provides entrepreneurs the skills and connections they need at the time they need them and operates outside of Nairobi.

We recruit ambitious young people (ages 18-35) with clear entrepreneurial competency running profitable businesses earning over $1,500/month and with a clear growth path ahead. We estimate there are 15,000 growth-oriented early-stage youth-led SMEs where we work in Nairobi and Nakuru counties alone (out of a conservative estimate of 100,000 in Kenya).

We recruit entrepreneurs through five channels: referrals from over 20 pipeline partners, marketing events, social media, a commission-based agent network, and direct sales.

We’ve accelerated over 100 ventures, employing over 500 youth.

—George Thuo, Portico Group (tech-enabled vegetable distribution company)

**CONTACT US**
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**CONNECT**
/ongoza @ongozake

**INVESTMENT REQUIRED**
• Grants: $2M over the next three years to scale to 300 entrepreneurs/year and support 10,000 jobs
• Grants: $300,000 to scale our in-house debt fund for portfolio entrepreneurs

**IMPACT TO DATE**
• Over 100 businesses successfully accelerated in Nairobi, Nakuru, Migori, and Bungoma Counties (60 in current portfolio)
• 266% increase in average monthly revenue in a year within portfolio businesses (creating an additional 100 jobs annually)
• Over 10,000 lives impacted (entrepreneurs’ employees and their families, people accessing needed products and services from our entrepreneurs)

**VALUE PROPOSITION**
For early-stage, growth-oriented youth-led SMEs, Ongoza provides the skills and connections they need at the time they need them and operates outside of Nairobi.

**MILESTONES**
2014: First 3 entrepreneurs enter accelerator, supporting 50 youth
2015-2017: 7.5x increase in number of entrepreneurs in accelerator
2018: Reached 100 entrepreneurs accelerated (current portfolio of 60)
2019: Double portfolio to 130 entrepreneurs in accelerator in Nairobi and Nakuru
2020: Expand to 3 total locations in Kenya, with 300 entrepreneurs in accelerator
2021: Expand to 5 total locations in Kenya, with 500 entrepreneurs in accelerator impacting 50,000 lives

**GROWTH PLAN**
2018: MIT D-Lab Innovation Ecosystem Builder Fellowship
2015: 30 Under 30 Most Influential Young People on the African Continent, Salt
2013: 30 Under 30 Most Inspirational Young People on the African continent, Africa Village

**HEADQUARTERS**
Nairobi, Kenya

**IMPACT REGION**
Kenya

**ESTABLISHED**
2013

**TYPE**
Hybrid

**SECTOR**
Economic Development

**2017 EARNED REVENUE**
$13,500

**2017 OTHER REVENUE**
$391,260

**MAJOR FUNDERS**
Institutional foundations, philanthropic capital

**STAGE**
Prepare

**EMPLOYEES**
13

**VOLUNTEERS**
3

**ABOUT US**

**INVESTMENT REQUIRED**

**IMPACT TO DATE**

**VALUE PROPOSITION**

**MILESTONES**

**GROWTH PLAN**

**KEY AWARDS**

**CONTACT US**

**CONNECT**

**MANAGEMENT TEAM**

ALEXEI DUNAWAY
Executive Director

Our number one need was a revenue growth plan. Ongoza has helped us develop a clear model of how to structure our business to fit our customers.

For early-stage, growth-oriented youth-led SMEs, Ongoza provides the skills and connections they need at the time they need them and operates outside of Nairobi.

We’ve accelerated over 100 ventures, employing over 500 youth.

—George Thuo, Portico Group (tech-enabled vegetable distribution company)
VIA has enabled access to thousands of medical devices where they previously weren’t available, impacting the lives of over 100,000 neonates and new mothers.

Thank you very much. I am eternally grateful. You guys have made my work very easy. My business is growing steadily because you are reliable and fast. Thank you.

—Verified Distributor, Accra, Ghana

ABOUT US
Medical products are a $23 billion dollar market in emerging economies, yet due to market friction and fragmentation 5.8 billion people lack access to quality care. VIA is closing this gap. Through our global platform we support local medical distributors in improving the health of their communities. Local distributors know their community’s needs best, yet these stakeholders are often underserved due to their geographic location or lack of purchasing power. VIA is unifying the demand and voice of these customers and eliminating barriers that prevent medical supplies from reaching the hands of people in need.

TARGET MARKET
Our customers are the 40,000+ underserved local medical equipment distributors in emerging markets—with restricted access due to their organizational size, demographics, or geography—trying to better serve the healthcare needs of their community.

VALUE PROPOSITION
VIA is for underserved distributors who are seeking to better serve their community and grow their business. VIA Global Health is an e-commerce and market intelligence platform that provides access to products, data and support for new business opportunities. Unlike traditional wholesalers and manufacturers, our product and services are targeted to strengthen local businesses and enables them to better serve the healthcare needs of their communities.

INVESTMENT REQUIRED
We are raising a $600,000 convertible note as bridge capital to hire logistics and supplier management personnel. Addressing capacity constraints that will allow us to continue to accelerate our growth trajectory in late 2018, increasing revenue again 3X and positioning us for a strong Series A raise in 2019.

IMPACT TO DATE
Health Impact:
• 19,197 newborn lives impacted
• 86,520 new mother lives impacted

ASSISTING DISTRIBUTORS TO IMPROVE THE HEALTH OF THEIR COMMUNITIES

MEMBERS OF THE VIA GLOBAL HEALTH TEAM

MANAGEMENT TEAM

NOAH PERIN
Co-Founder & CEO

HEADQUARTERS
Seattle, WA, USA

IMPACT REGION
Global

ESTABLISHED
2015

TYPE
For-profit

SECTOR
Health

2017 EARNED REVENUE
$0

2017 OTHER REVENUE
$185,000

MAJOR FUNDERS
Revenue, USAID, 500 Startups

STAGE
Prepare

EMPLOYEES
6

MILESTONES

Two regional offices:
Johannesburg, South Africa and
Mumbai, India

Distributor network reaches into 27
emerging-market countries.
$750,000 contract with USAID

Achieved 90% of 2017’s total sales
in 2Q2018 alone

June 2018 YTD revenue is 150% of
2017’s total revenue.

GROWTH PLAN

2019: Impact 500,000 lives,
expand in South Asia.

2020: Impact 1,000,000 lives,
expand into Latin America

2021: Impact 2,000,000 lives,
extend reach within Africa, South
Asia, and Latin America

KEY AWARDS

2017: US Department of
Commerce Export Achievement
Certificate

2017: Selected for 500 Startups,
Batch 20

2016: Seattle Social Venture
Partners, Finalist

CONTACT US

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CONNECT

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@ViaGlobalHealth

2018 INVESTOR PROFILE
Creating decent employment for youth in agriculture

We have created over 5,000 jobs for youth along the agricultural value chain.

Before Young Farmers Champions Network, I was a member of different organizations and companies, but YOFCHAN is different in a way that it provides us with full support from mentorship to financial and market linkages and this is what we need as young farmers to thrive.

— Cherukut Florence, Young Farmer Eastern Uganda

HEADQUARTERS
Kampala, Uganda

IMPACT REGION
Uganda

ESTABLISHED
2016

TYPE
Non-profit/NGO

SECTOR
Environment, Agriculture & Fishing

ожно, 170,000

EARNED REVENUE
2017: $120,000

FROM GRANTS
2017: $120,000

MAJOR FUNDERS
Echoing Green, Food & Agriculture Organization of the United Nations

STAGE
Scale

EMPLOYEES 7

VOLUNTEERS 8

MANAGEMENT TEAM

TUMWEBAZE KHAMUTIMA
Founder

ABOUT US
Young Farmers Champions Network (YOFCHAN) is a network of young farmer’s ambassadors and future influencers working together to shape the agriculture sector. YOFCHAN works to promote positive images and perceptions of farming among the youth through providing real life examples to young people who may have never considered a career in agriculture. YOFCHAN equips and prepares its champions through lifetime mentorship programs, finance and market linkages, and also equips them with unique insights into all aspects of the agricultural supply chain as well as consumer attitudes and trends.

TARGET MARKET
Our target market are public and private institutions in need of nutritious food for its workers, cities, and town markets. These customers are reached out through one-on-one meetings, exhibitions and by marketing our products and services on radio, television, and social media.

VALUE PROPOSITION
Young Farmers Champions Network is an organization that works to build the capacity of youth on good agronomic practices, group dynamics, financial literacy, record keeping, post-harvest handling and value addition. We also provide farm input support and market linkages for youth to engage into profitable and sustainable agriculture. This holistic approach addresses youth challenges in agriculture and enables them to do farming as a business, and hence, improve livelihoods unlike our competitors that only focus on capacity building without creating access to finance and market linkages.

INVESTMENT REQUIRED
We are seeking grants worth $1,000,000 to scale our work from the current 5 districts of Uganda to 15 by 2020. We are also targeting other sources of income like growing our business to be self sustainable where we gain 2% from farmers’ profits after creating better markets for them.

IMPACT TO DATE
• 5,000 youth positively impacted
• 5,000 decent farm jobs created among youth
• Increased farm productivity from 12 to 30 bags of maize per acre
• 10,000 youth practicing farming due to our intervention, including indirect beneficiaries
• 5,000 youth have improved their health since they produce their own nutritious food

MILESTONES
2016: Received $80,000 from Echoing Green
2017: Received $20,000 from Food and Agriculture organization of the United Nations

GROWTH PLAN
Establish 1 fully equipped incubation centre for young farmers
Expand our services from 5 districts to 15 districts of Uganda
Create an online platform to provide extension services and market linkages for young farmers

KEY AWARDS
2016: Echoing Green Global Fellowship
2017: GSBI Online Accelerator
2017: OpenED fellowship

2016: Echoing Green Global Fellowship
2017: GSBI Online Accelerator
2017: OpenED fellowship

CONTACT US
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Khamutima2@gmail.com

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@yofchan

2018 INVESTOR PROFILE
WWW.SCU.EDU/MillerCenter
We are deeply grateful for the generous contributions made by the volunteer GSBI mentors, content leads, and our staff, 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.

Aarti Chandna
Alina Adams
Anthony Lavia
Avery Rissling
Cezarina Niculae
Chris Norris
Chuck Latham
Claudette Surma
Cris Bravo
Dan Kreps
Deepak Kamlani
Deren Allen
Dick Haiduck
Ellen Metzger
Evelyn Hsia
Jill Reber
Joel Hagberg
John Torrey
Joseph McCarthy
Karin Meyer
Kennedy Pereira
Kristina McMillan
Michelle Ewoldt
Mike Li
Naresh Nigam
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Ron Hallagen
Ron Plummer
Ronny Grunwald
Sanjay Jain
Scott Scovel
Shahid Chishty
Sriram Sundararajan
Stacey Pear
Susan Eddins
Tim Pepworth
Tom Pavela
Van Dang
Will Paton
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