This work features the investment profiles for the 18 social entrepreneur members of the 2018 Social Entrepreneurship at the Margins 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.

Miller Center for Social Entrepreneurship believes innovation and entrepreneurship provide a path out of poverty.

About the GSBI®
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 accelerate growth so they can multiply their positive impact on the world.

We support these entrepreneurs throughout their organizations’ life cycles 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.

Since 2003, Miller Center for Social Entrepreneurship has accelerated over 900 social entrepreneurs, who have raised over $940M, and positively impacted the lives of over 320M people.

Over 200 Silicon Valley executives comprise the GSBI mentor cadre, a volunteer network. Social entrepreneurs receive about 300 hours of mentorship throughout the duration of the GSBI In-Residence Accelerator program.
Our customers have become true brand advocates of 1951 Coffee. They first visit our cafes for the incredible coffee, and then become regulars because of the friendships they create with our barista staff. Our target beneficiaries are recently-arrived refugees, asylees, and special immigrant visa holders [refugees] that are only able to access 4D jobs (dirty, dangerous, demeaning, and dirty). As such, refugees do not feel welcome: they are silent, misunderstood, and seldom interact with people in their new community. They live below the poverty line and rarely integrate into American communities.

To meet the needs of our beneficiaries, we established a Coffee Training Program, which offers refugees and asylees the opportunity to train in the specialty coffee industry. Through this program, we are able to provide a path to employment and social inclusion. Our graduates are hired at 1951 coffee shops and cafes across the United States, which allows us to help refugees maintain a stable income and a stable job. Currently, we have 55 refugee graduates working in our cafes, and 20 refugees employed full-time.

In 2016, we launched our Coffee Roasting Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2018, we launched our Coffee Wholesale Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2020, we launched our Coffee Subscription Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2021, we launched our Coffee Wholesale Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2022, we launched our Coffee Wholesale Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2023, we launched our Coffee Wholesale Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2024, we launched our Coffee Wholesale Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.

In 2025, we launched our Coffee Wholesale Program, which allows us to provide additional employment opportunities for refugees. Our roasted coffee is sold through our cafes, as well as through wholesale partners, and through our own subscription program. This program has allowed us to hire 25 refugees in total, and has contributed to our overall profitability.
My main goal is to be able to finish my studies and be able to give back to the society one day. I am a hardworking girl full of ambitions and am willing to prove all this if am ever given a chance by your scholarship organization.

- Nyandeng Debbie Atem

734 Coffee provides college education opportunities to refugees from South Sudan.

Coffee by refugees to educate refugees and give scholarships to refugees.

ABOUT US
734 Coffee (7N, 34E Coffee) sells delicious Ethiopian grown coffee to U.S consumers in order to provide college scholarships to refugees of South Sudan. The coffee beans are grown in the same region where over 250,000 South Sudanese refugees have, unfortunately, called home for decades since the Sudanese civil war. Without adequate access to nutrition, healthcare, and education, this overlooked population is in a cycle of poverty with little-to-no resources to escape it. 734 Coffee imports the green beans to be roasted and packaged in the United States and sold direct to consumers and wholesale customers. Proceeds from the sales are used to fund Refugee Scholarships for higher education. Our value chain creates demand for our beans in the refugee populated region and distributors and consumers get a wholly premium and impact-based product at an affordable price.

TARGET MARKET
734 Coffee has two target audiences that purchase our coffee: individual consumers and institutions. Coffee is a $13.3B industry of which 9.3% is premium coffee, 34% of adults consume gourmet coffees (NCA 2017) this is primarily where 734 Coffee operates, with plans to expand into single serve K-Cups (34.7%).

Individual consumers, 35 and older that live in upscale suburban or metropolitan areas. They appreciate a good cup of quality coffee and advocate for social justice and education, thus value 734 Coffee’s social mission.

Institutions: From commercial offices to specialty grocery stores, institutions find value in choosing 734 Coffee as their coffee of choice as part of their Corporate Social responsibility CSR) initiatives / a demonstration of their values as an organization while contributing to refugee’s higher education.

VALUE PROPOSITION
For coffee consumers that seek delicious premium quality coffee, 734 Coffee is a coffee product, produced at 2200 meters above sea level that provides higher education scholarships to refugees of South Sudan using its proceeds. Unlike our competitors, our product tackles the UN sustainable development goal of quality education while allowing the consumer to maintain their daily coffee habit.

In 2017, 734 Coffee established 10 scholarships for refugees in South Sudan, 6 scholars have maintained their enrollment status so far in 2018. 734 Coffee plans to establish 240 ($1.5M) full scholarships over the next 5 years 2019-2023.

CONTACT US
team@734coffee.com  8044323985 www.734coffee.com

INVESTMENT REQUIRED
734 Coffee is seeking investments to execute growth strategies over the next three years. 734 coffee seeks $500,000 in the form of grants and equity-based investments in 2019 to establish a roastery, purchase equipment, and inventory that will allow us to service larger clients and increase our impact.

IMPACT TO DATE
734 Coffee established 10 scholarships for refugees in 2017, 6 scholars have maintained their enrollment status so far in 2018. 734 Coffee plans to establish 240 ($1.5M) full scholarships over the next 5 years 2019-2023.

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IMPACT TO DATE
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MILESTONES
2016: Launched 734 Coffee.
2017: Launched 734 Coffee ecommerce
2018: Launched 734 Coffee wholesale.
2019: Purchase roasting equipment and lease location to streamline distribution (improve turnaround time).
2020: Purchase second roasting machine to increase coffee production in order to gain market share in premium coffee market.

GROWTH PLAN
2019: Purchase roasting equipment and lease location to streamline distribution (improve turnaround time).
2020: Purchase second roasting machine to increase coffee production in order to gain market share in premium coffee market.

KEY AWARDS
VHI Do Something Awards
Applause African Humanitarian Award
US Conference of Catholic Churches National Migration Pay it Forward Award

2018 INVESTOR PROFILE
African Entrepreneur Collective empowers local and refugee entrepreneurs to grow their businesses and create jobs.

Before AEC, I didn’t know the unit economics of my business. I didn’t know which of my products were most profitable. I wasn’t able to make strategic decisions. But with the help of the AEC program, I’ve tripled my monthly revenues and grown from 4 to 20 full time staff.

Emmanuel, Founder of TEMACO Builders Rwanda

ABOUT US
AEC provides micro, small and medium enterprises with relevant tools, business trainings, individual consulting, and access to low-cost capital so that they can grow their businesses and create jobs for others in their communities. To date, AEC has worked with more than 3,400 entrepreneurs who have created nearly 6,000 jobs.

TARGET MARKET
There are roughly 200,000 high-growth potential micro, small and medium enterprises in Rwanda, Uganda and Kenya. Over the last 5 years, AEC has demonstrated that by supporting these types of existing businesses, we can generate much needed employment opportunities and economic development. Over the next 3 years, AEC will grow from serving 1% to 11% of the total addressable market in East Africa.

VALUE PROPOSITION
AEC works with high-growth potential micro, small and medium enterprises that want to increase their profits and grow their businesses. We offer practical and affordable services focused on increasing sales, improving operational efficiency, and managing cash flow.

Unlike other consultants, AEC can efficiently and affordably meet most business needs under one roof. AEC’s clients typically increase their business revenues by 88% in less than 12 months.

INVESTMENT REQUIRED
AEC is seeking $635,000 in grant funding, enabling us to expand our SME services to Uganda and our refugee program to Kenya in 2019. This will also build the foundation for future growth to reach 21,000 entrepreneurs by 2021.

IMPACT TO DATE
- 3,422 entrepreneurs served since 2013
- 84% business survival rates over the past four years
- 88% average revenue increase per entrepreneur during the program
- 5,497 new jobs created in local communities (note: this only reflects 2017 data and prior)
- 27,410 lives have been positively impacted, including our entrepreneurs, their dependents, and their employees

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HEADQUARTERS
Kigali, Rwanda

SECTOR
Economic Development

ESTABLISHED
2012

TYPE
Non-Profit/NGO

2017 EARNED REVENUE
$481,727

2017 OTHER REVENUE
$1,384,727

MAJOR FUNDERS
Mastercard Center for Inclusive Growth Fund, US State Department, UNHCR, Vitol Foundation, Mastercard

STAGE
Prepare to Scale

EMPLOYEES
63

VOLUNTEERS
1

CONTACT US
julienne@africanentrepreneurcollective.org www.africanentrepreneurcollective.org

CONNECT
/AfricanEntrepreneurCollective

WEBSITE
WWW.AfricanEntrepreneurCollective.org

GROWTH PLAN
2019: Launch program for SME entrepreneurs in Uganda; expand program for refugee entrepreneurs into Kakuma Refugee Camp in Kenya.

2020: Scale refugee program to all camps in Kenya, and launch refugee programming in Uganda

2021: Achieve break-even branch model for supporting SMEs that will demonstrate a replicable and sustainable model to scale across the continent.

KEY AWARDS
2015 Echoing Green Fellowship

IMPACT TO DATE
- 3,422 entrepreneurs served since 2013
- 84% business survival rates over the past four years
- 88% average revenue increase per entrepreneur during the program
- 5,497 new jobs created in local communities (note: this only reflects 2017 data and prior)
- 27,410 lives have been positively impacted, including our entrepreneurs, their dependents, and their employees

2013: Launched business development services program in Rwanda with plans to work with 100 entrepreneurs per year.

2016: Supported 631 entrepreneurs in total to date who had created 2,672 jobs. Outpaced growth and impact targets; opened an office in Tanzania and began working with refugee entrepreneurs in Rwanda.

2017: Worked with 958 entrepreneurs this year alone. Secured $2.2M in grants from Mastercard’s Center for Inclusive Growth Fund and the US State Department to expand our work with refugees in Rwanda over the next two years.

2018: Doubled the number of entrepreneurs supported in one year to 1,800. Secured $1.2M grant from Mastercard Foundation to support SME entrepreneurs in Rwanda’s tourism and hospitality industries. Board approved strategic plan to expand services to more countries in Africa.

2019: Launch program for SME entrepreneurs in Uganda; expand program for refugee entrepreneurs into Kakuma Refugee Camp in Kenya.

2020: Scale refugee program to all camps in Kenya, and launch refugee programming in Uganda

2021: Achieve break-even branch model for supporting SMEs that will demonstrate a replicable and sustainable model to scale across the continent.
Courageous kitchen inspires marginalized youth in Bangkok through the power of food!

I like cooking because when I’m cooking, I feel very happy. I am also proud of the dishes that I am able to make. To teacher Dwight: Thank you. Thank you for your love, for helping and for teaching us. Thank you so much and I will never forget your love. To the volunteers: Thank you for coming and teaching us.

- Rose, 16 year old, refugee student

I

CONTACT US dwight@courageouskitchen.org 6785009201 http://courageouskitchen.org

CONNECT @courageous_k

MANAGEMENT TEAM

DWIGHT TURNER
Founder

HEADQUARTERS
Bangkok, Thailand

IMPACT REGION
Bangkok, Thailand

ESTABLISHED
2015

TYPE
Non-Profit/NGO

SECTOR
Education

STAGE
Validate

EMPLOYEES
3

VOLUNTEERS
10

MILESTONES

2015: Began organizing regular cooking classes for teenage asylum seekers. Registered 501(c)(3)


2018: Surpassed 2017 earnings in March, doubled 2017 earnings by reaching $20,663 raised in July.

INVESTMENT REQUIRED
Courageous Kitchen is seeking grant funding of $234,000 in 2019 to create a culinary training and teaching center in Bangkok. The center would enhance our ability to generate funds, and expand our impact through cooking courses, a training restaurant, and an urban garden.

IMPACT TO DATE
Courageous Kitchen has provided 500 hours of English-language instruction for 3-5 year olds in our pre-school serving the children of asylum-seeking refugees in Bangkok. In 2017, Courageous Kitchen distributed over $10,000 in direct cash aid to vulnerable families, and invested over $10,000 in education, and culinary skills training for the same community. This includes 2,200kg of rice distributed, positively impacting the lives of 300 people.

GROWTH PLAN
2018: Increase staffing and capacity to operate large group classes. Triple number of lives positively impacted to 1,000.

2020: Launch our first culinary training center in Bangkok. Expand premium curriculum offering to international school students, and free or low-cost classes for public.

2021: Pilot and launch a training restaurant. React 1,000 children with basic kitchen safety and skills training within the year.

2018 INVESTOR PROFILE

ABOUT US
Courageous Kitchen works to transform the lives of urban refugees in Bangkok using the power of food and education. Our recipe for rehabilitating the community we serve combines feeding the hungry, funding basic needs of the most vulnerable, and providing free education. Our outreach is funded by hosting tourists for Thai cooking classes and street food tours.

TARGET MARKET
Bangkok, Thailand is the most visited city in the world, hosting 35 million tourists in 2017. Each year Americans alone, account for one million of these visitors, spending approximately a third of travel budgets on food. Courageous Kitchen is the first social enterprise of its kind in Bangkok, targeting visitors to the city hoping to take part in unique food experiences with a social impact.

VALUE PROPOSITION
For visitors to Bangkok who want to explore the rich culinary culture of Thailand, the Courageous Kitchen is a nonprofit that provides unique cooking classes. Unlike the average group cooking classes in Bangkok, our classes offer students the ability to craft their own menu, learn Thai cooking in small groups, and make a social impact on their visit to Bangkok.

IMPACT REGION
Bangkok, Thailand

2017 EARNED REVENUE
$10,164

2017 OTHER REVENUE
$24,391

WEB SITES
http://courageouskitchen.org

2015: Began organizing regular cooking classes for teenage asylum seekers. Registered 501(c)(3)


2018: Surpassed 2017 earnings in March, doubled 2017 earnings by reaching $20,663 raised in July.

KEY AWARDS
Founder Dwight Turner and the Courageous Kitchen have been featured in CNN Travel, Toronto Star, Bangkok Post and other publications.

IMPACT REGION
Bangkok, Thailand

2017 EARNED REVENUE
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2017 OTHER REVENUE
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2021: Pilot and launch a training restaurant. React 1,000 children with basic kitchen safety and skills training within the year.
Destiny intercepts the cycle of sex trafficking and sexual exploitation of the most vulnerable girls in Kolkata.

I want to thank Destiny members for understanding my pain and giving me a safe and dignified life. I was terrified when I had to leave shelter home at 18 years, with no family and no idea how to earn as well as find a place to stay. Through Destiny, I got shelter, learned necessary skills while earning, and got a job. Now I am an independent woman! Destiny has given me love, peace, and joy! I wish that girls like me comes to Destiny and their life change forever like mine.

- S. Das

Destiny provides services to young, vulnerable survivors of sex trafficking to prevent further exploitation, including retrafficking. Survivors need safe accommodation, education, employment and social care. Destiny provides these in an integrated portfolio of services for children and young adults.

Destiny’s beneficiaries are children and young adults who are survivors of sex trafficking, or are particularly at risk of being trafficked. More than 3,500 cases of human trafficking were reported to police in West Bengal in 2017—most of these were women. The actual number of unreported cases is generally accepted to be many times this. The number of girls and women in Kolkata who are the most vulnerable to being trafficked is more than 1,000.

Destiny provides an integrated suite of services which encompass all of the elements necessary to significantly reduce the risk of the most vulnerable young woman being trafficked or re-trafficked. These are: safe accommodation, education, employment, and the personal support to cope with the most challenging transitional phases of life.

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Five One Labs empowers conflict-affected and displaced individuals to rebuild and thrive through entrepreneurship.

Since starting (the incubator) I have made enough pivots to finally find the path I want to pursue. I have developed a company culture, business ethos, first draft of a budget plan, acquired leads, built and deployed prototype products, formed customer surveys, outlined customer journeys, planned a launch event, built a website, grown a team and learnt from many mistakes along the way!

- Kosha Hussain, Five One Labs Entrepreneur from Kurdistan

ABOUT US

Five One Labs is a start-up incubator in the Kurdistan Region of Iraq (KRI) that helps displaced and conflict-affected entrepreneurs start and grow their businesses. We provide wrap around support for skilled refugee, IDP, and host-community startup founders in Iraq through training, mentorship, coworking, and seed funding.

TARGET MARKET

Our participants are young refugee, IDP and host community innovators who are highly skilled but need support to launch their ventures. Our entrepreneurs are generally college educated or have professional experience in the area in which they want to launch their startup. We reach our “customers” through two channels: through our own on-the-ground and online recruitment, and through partner organizations.

VALUE PROPOSITION

For displaced and conflict-affected entrepreneurs in the Middle East, Five One Labs is a comprehensive training and support program that provides the skills, mentorship, community, and funding that enables them to launch their own businesses. Unlike other training programs, our incubator provides a holistic and bespoke curriculum targeted at scalable and tech-enabled businesses.

INVESTMENT REQUIRED

Five One Labs is raising grant-funding of $350,000 over the next six months to launch our next startup cohort in Erbil and begin our work in Mosul. We are also looking for mentors for our entrepreneurs, partnerships with angel investors who may be interested in investing in our entrepreneurs in Iraq, and CEO’s and business experts who can provide guest video talks to our startups.

IMPACT TO DATE

Reached over 1,000 entrepreneurs with our workshops, trainings and events; served 42 entrepreneurs in intensive training and incubation programs; provided $37,000 to date in seed funding to startups with conflict-affected founders.

MILESTONES GROWTH PLAN KEY AWARDS

- FY2017: Launched in Iraq, successfully completed our first startup cohort in Erbil, and reached over 1000 aspiring entrepreneurs across the Kurdistan Region of Iraq with trainings and events
- FY2018: Expanded to a second city, Sulaimani, with the support of GIZ and established Kurdistan’s first coworking space
- FY2018: Incubate at least 30 startups in our 3-month incubation programs; support 15 women-led, growth stage businesses
- FY2019: Incubate at least 60 startups and 30 women-led, growth stage businesses
- FY2020: Incubate at least 100 startups in at least two countries

HEADQUARTERS

Erbil & Sulaimani, Iraq

IMPACT REGION

Middle East: Iraq

ESTABLISHED

2017

TYPE

Non-Profit/NGO

SECTOR

Economic Development

STAGE

Validate

EMPLOYEES

4

VOLUNTEERS

2

MAJOR FUNDERS

GIZ - German Cooperation for International Cooperation (ongoing); US Department of State (ongoing); Uncommon Individual Foundation (ongoing); International Organization for Migration (project completed)

IMPACT REGION

Middle East: Iraq

VALUE PROPOSITION

We have trained over 1,000 conflict-affected entrepreneurs and worked intensively with 22 startups in Iraq.

CONTACT US

patricia@fiveonelabs.org  +16034018846  https://fiveonelabs.org/

CONNECT

@fiveonelabs  /fiveonelabs

2018 INVESTOR PROFILE
For the first time, I am confident and don’t have fear when crossing the border. We need Leaf to be offered immediately for refugees protect up to 80% of their cash while crossing borders.

- Asina Mujawimana, small cross-border trader in Gisenyi, Rwanda and Goma, DR Congo

Leaf Global Fintech provides economic security to the stateless and excluded.

Leaf Global Fintech helps refugees protect up to 80% of their cash while crossing borders.

ABOUT US
Leaf provides financial services to the stateless and excluded by creating a virtual bank with blockchain technology. Leaf enables refugees to safely store and transport assets across borders, avoiding carrying cash. Cash puts refugees at risk of danger in addition to being inconvenient and expensive to exchange. Leaf’s platform is accessible through a mobile device—no smartphone required. Identity is linked across borders with biometrics so that a refugee has access to their finances anywhere. Blockchain makes Leaf’s transactions extremely secure and transparent without exposure to cryptocurrency. Leaf ultimately enables financial security by creating economic identities.

TARGET MARKET
The UN has designated 68 million people as refugees with another 100 million at risk of becoming refugees, an estimated $1.9B market. Leaf targets the 60% of conflict areas that already use mobile money in order to limit a heavy on-ground presence. Leaf’s initial market is the 172,000 refugees and small cross-border traders in Rwanda/DRC with access to mobile money plus the 41,000 Congolese and Rwandese resettled in the US. Leaf’s customers are vulnerable to carrying cash and need an inexpensive, convenient way of retaining value across borders. Leaf reaches customers through existing word-of-mouth networks and partnerships with local telecoms.

VALUE PROPOSITION
For vulnerable populations who often must carry cash across borders or forfeit value, Leaf is a mobile platform that provides secure storage and transport of assets across borders.Unlike banks, telecoms, and money transfer services that can only provide domestic storage or expensive physical cash transfers, Leaf uses blockchain technology and biometrics to provide secure, inexpensive, convenient access to digital financial services.

IMPACT TO DATE
- Leaf helps create a biometric and economic identity for refugees.
- Leaf allows customers to access and retain value when crossing borders and opens a convenient path for international remittances. Leaf helps create a biometric and economic identity for refugees.
- Leaf provides financial services to the stateless and excluded by creating a virtual bank with blockchain technology. Leaf enables refugees to safely store and transport assets across borders, avoiding carrying cash. Cash puts refugees at risk of danger in addition to being inconvenient and expensive to exchange. Leaf’s platform is accessible through a mobile device—no smartphone required. Identity is linked across borders with biometrics so that a refugee has access to their finances anywhere. Blockchain makes Leaf’s transactions extremely secure and transparent without exposure to cryptocurrency. Leaf ultimately enables financial security by creating economic identities.

INVESTMENT REQUIRED
Leaf is raising a $500,000 round, $180,000 of which has been secured through the Catalyst Fund and grants. This will allow Leaf to launch operations in Rwanda and Congo working with refugees and small cross-border traders. The funding will cover regulatory approval, partnership development, and continued technical development. The remainder is expected to come from grants and equity investment from angels or social impact investors.

IMPACT TO DATE
- Leaf helps create a biometric and economic identity for refugees.
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- Leaf provides financial services to the stateless and excluded by creating a virtual bank with blockchain technology. Leaf enables refugees to safely store and transport assets across borders, avoiding carrying cash. Cash puts refugees at risk of danger in addition to being inconvenient and expensive to exchange. Leaf’s platform is accessible through a mobile device—no smartphone required. Identity is linked across borders with biometrics so that a refugee has access to their finances anywhere. Blockchain makes Leaf’s transactions extremely secure and transparent without exposure to cryptocurrency. Leaf ultimately enables financial security by creating economic identities.

INVESTMENT REQUIRED
Leaf is raising a $500,000 round, $180,000 of which has been secured through the Catalyst Fund and grants. This will allow Leaf to launch operations in Rwanda and Congo working with refugees and small cross-border traders. The funding will cover regulatory approval, partnership development, and continued technical development. The remainder is expected to come from grants and equity investment from angels or social impact investors.

IMPACT TO DATE
- Leaf helps create a biometric and economic identity for refugees.
- Leaf allows customers to access and retain value when crossing borders and opens a convenient path for international remittances. Leaf helps create a biometric and economic identity for refugees.
- Leaf provides financial services to the stateless and excluded by creating a virtual bank with blockchain technology. Leaf enables refugees to safely store and transport assets across borders, avoiding carrying cash. Cash puts refugees at risk of danger in addition to being inconvenient and expensive to exchange. Leaf’s platform is accessible through a mobile device—no smartphone required. Identity is linked across borders with biometrics so that a refugee has access to their finances anywhere. Blockchain makes Leaf’s transactions extremely secure and transparent without exposure to cryptocurrency. Leaf ultimately enables financial security by creating economic identities.
Makers Unite helps me connect to locals, build my network, learn new skills and learn Dutch language. Here I work in a team and get support to build a plan for next steps in my career. Same as the material we work with, here I am learning how to recycle my life and be new again.

- Moutassem Alawad, lawyer from Syria

Makers Unite makes newcomers belong in local communities worldwide through collaborative making of meaningful products.
MORE THAN ONE PERSPECTIVE brings together companies and highly-skilled refugees and demonstrates the potential of diversity.

Thanks to MTOP, I know exactly which jobs fit my skills and how I can write a strong application for those positions.

Mohammed, Civil engineer from Syria

2 million € saved for the Austrian state in the last 2 years;
100 participants supported to find jobs; to find jobs; 80% sucess rate

HEADQUARTERS Vienna, Austria
IMPACT REGION Austria
ESTABLISHED 2016
TYPE For-Profit
SECTOR Equality and Social
2017 EARNED REVENUE $100,000
2017 OTHER REVENUE $200,000
MAJOR FUNDERS Austrian Ministries
European Union
STAGE Validate
EMPLOYEES 6
VOLUNTEERS 4

ABOUT US
MTOP is an advanced training program that offers various workshops, training and mentoring to prepare highly-qualified refugees to enter the labour market. We enable them to find work suited to their skills, knowledge, and experience. We also help employers to find talent and increase the diversity of their staff. We have worked with companies like Deloitte, Western Union, PORR, Strabag and IBM among others.

MTOP started working in 2016 and, since then we selected and trained more than 130 participants in our training program. 70% of our participants enter the labour market afterwards.

MTOP’s mission is to make refugees’ potential accessible to the labour market and break down negative stereotypes.

TARGET MARKET
The main beneficiaries of MTOP are highly-skilled refugees and companies in Austria. More than 200,000 people applied for asylum in the last 3 years. Currently about 5,000 refugees are potential beneficiaries in Vienna (approved asylum status + academic background). The demand for MTOP solutions remains high as 48,000 people are still in the asylum procedure. About 1,000 refugees get approved and receive free access to the labor market each month. MTOP recruits mainly through social media where MTOP alumni serve as influencers in the community. So far, each MTOP Associate Program had 4x as many applications as available places.

VALUE PROPOSITION
MTOP provides the MTOP Associate Program, which is an advanced training program, for highly-skilled refugees in Austria. MTOP thereby segments the group of refugees and provides targeted and hands-on education to make refugees ready for their first day at work. Unlike competitors, MTOP doesn’t stop there, but after the MTOP Associate Program, places the participants in jobs suited to their skills, knowledge and experience. MTOP also supports the on-boarding process in the company. After successful labour market integration, MTOP communicates the positive personal stories of the MTOP participants.

INVESTMENT REQUIRED
• $40,000 for 2019

IMPACT TO DATE
• 2 million saved for the Austrian state in the last 2 years in social well-fare expenses and gained income in taxes and social security
• 130 participants supported to find jobs
• Doubled on average monthly income of MTOP participants
• Generated a culture for encountering between newcomers and locals at our partner companies

CONTACT US
nina.poxleitner@mtop.at +436504171641 https://mtop.at

CONNECT
https://mtop.at

MANAGEMENT TEAM
NINA POXLEITNER Co-Founder & CEO
JULIAN RICHTER Co-Founder & COO
LISA-MARIA SOMMER Co-Founder & CEO

HEADQUARTERS Vienna, Austria
IMPACT REGION Austria
ESTABLISHED 2016
TYPE For-Profit
SECTOR Equality and Social
2017 EARNED REVENUE $100,000
2017 OTHER REVENUE $200,000
MAJOR FUNDERS Austrian Ministries
European Union
STAGE Validate
EMPLOYEES 6
VOLUNTEERS 4

MILESTONES
September 2016 - Establishment of MTOP
October 2016 - Start of 1. MTOP Associate Program
February 2017 - 80% of participants placed in jobs
March 2017 - New office at SOS Children Village
July 2017 - Hired our first employee - Haif who was also a participant in the MTOP Associate Program
September 2017 - 200,000 Dollar in funding secured
February 2018 - Hired our second employee
July 2018 - 100 Associates
September 2018 - Independent impact assessment
October 2018 - Tripled market income

GROWTH PLAN
2019: 100% growth => 120 participants in the MTOP Associate Program
2020: >60% market income + geographic expansion
2021: 70% of the MTOP Associate Program online => MTOP e-learning platform

KEY AWARDS
2017: Social Impact Award Austria
2018: Forbes Europe 30 under 30
2019: Winner of MIT Enterprise Forum Pan Arab Region Innovate for Refugees Competition

2018 INVESTOR PROFILE
NeedsList provides an innovative opportunity to connect our people to a custom list of remote volunteer opportunities that employees can participate in right from their computer screens to meet the urgent needs of refugees.

—Tali Golan, Director of Philanthropy and Inclusion, TripAdvisor

**ABOUT US**

NeedsList is a marketplace connecting individual and corporate donors with the financial, volunteer, and supply needs of high impact NGOs. NGOs list their specific needs in a “registry” using our web app and chatbot. Our “give global, buy local” model represents a tremendous shift in the status quo of humanitarian aid.

**TARGET MARKET**

Private spending on humanitarian aid hit an all-time high of over $13B in 2017 nearly doubling 2016 figures. This global pool consists of individual, philanthropic, and corporate donors. When this is broadened to overall spending, we are looking at over $20B a year. Our B2B2C model leverages trends in CSR and cause marketing. Companies, just like individuals, want innovative alternatives to large NGOs. These corporate partnerships are not just critical to revenue, they facilitate user acquisition, transactions on our platform, and getting needs met.

**VALUE PROPOSITION**

We sell a trusted, transparent platform to companies that enables their community to meet specific, urgent humanitarian needs, access to new markets, and responds to demand in millennial workforce for corporate citizenship.

**INVESTMENT REQUIRED**

We’re raising a USD$1M seed round as a convertible note. We have raised over half as of Summer 2018, and are looking to close the remaining $400k by end of year.

**IMPACT TO DATE**

- Our users have directed over $250,000 worth of resources to local NGOs representing supply needs, volunteer resources, and monetary donations.
- Over $150,000 of supplies have been invested in local economies supporting refugees or survivors of natural disasters.
- Over 15,000 people have had needs met through NeedsList. We calculate this by looking at our “needs met” and dividing it by 3 since some individuals have multiple needs met.

**MILESTONES**

- June 2018: Launched paid partnership with TripAdvisor
- September 2018: Deployed NeedsList in 12 countries with over 50 NGOs
- October 2018: Signed sales agreement with WeWork
- 2021: Over 25 million GMV projected and over 400,000 users and over 1.5 million lives impacted.
- 2018: Listed as one of the top 15 companies in the Laudato Si Challenge
- 2018: Humanitarian Grand Challenge Winner
- 2018: Chivas Venture, US and UK Techpreneur Awards
- 2017: Winner of BTFP/Village Capital Fintech Accelerator

**GROWTH PLAN**

- June 2018: Launched paid partnership with TripAdvisor
- Summer 2018: Obtained $560k of investment
- September 2018: Deployed NeedsList in 12 countries with over 100 NGOs
- October 2018: Signed sales agreement with WeWork

**KEY AWARDS**

- 2018: Listed as one of the top 15 companies in the Laudato Si Challenge
- 2018: Humanitarian Grand Challenge Winner
- 2018: Chivas Venture, US and UK Techpreneur Awards
- 2017: Winner of BTFP/Village Capital Fintech Accelerator
Refugee Company offers a 6 month to 3-year employment and personal enrichment program. Participants are socially engaged, gaining work experience and building a strong network with both Dutch natives and other newcomers. The program starts in the safe space of our social enterprise ‘A Beautiful Mess’, where we offer food, products, workshops, and events in a restaurant, coffeebar, and makerspace.

ABOUT US
Since 2016, 1.2 million refugees, mainly from Syria, have sought protection in Europe. The Netherlands has over 200,000 refugees and every year since 2016 around 15,000 people seek asylum. Only 10% manage to find a job after 3 years. The other 13,500 newcomers could benefit from the Refugee Company’s programs. We aim to expand our outreach by offering our employment program to municipalities and corporations under fee-for-service contracts.

With our offering in ‘A Beautiful Mess’ Restaurant and Makerspace, we are tapping into the growing demand for food and fashion products with social impact, both in the consumer and B2B market.

TARGET MARKET
Unlike regular programs focusing on job placements, Refugee Company offers refugees in the Netherlands a holistic work / life program that builds a sense of well-being and belonging while gaining work experience. Graduates of our RE:START programs are better prepared to become productive, employed members of Dutch society. Equally important, we touch the lives of many Dutch citizens in promoting an inclusive society through their direct interactions with refugees in our ‘A Beautiful Mess’ restaurant, coffeebar, and makerspace.

VALUE PROPOSITION
Unlike regular programs focusing on job placements, Refugee Company offers refugees in the Netherlands a holistic work / life program that builds a sense of well-being and belonging while gaining work experience. Graduates of our RE:START programs are better prepared to become productive, employed members of Dutch society. Equally important, we touch the lives of many Dutch citizens in promoting an inclusive society through their direct interactions with refugees in our ‘A Beautiful Mess’ restaurant, coffeebar, and makerspace.

INVESTMENT REQUIRED
Refugee Company is seeking $2.35 million in grant capital for the next 3 years to further expand our RE:START programs, enroll another 360 trainees, strengthen our organization, and open 4 more safe spaces.

DREAMING BIG (additional investment):
• $1 million additional investment fund to open more HUBS
• $12 million social impact bond to train 1000 refugees under a “pay-for-success” program.

IMPACT TO DATE
• 98 People have found jobs
• 200 Active participants in our programs
• 20,000 Lives Touched—both Dutch and refugees—via outreach programs and customers of our restaurant, coffeebar, and event space.

MANAGEMENT TEAM
FLEUR BAKKER
CEO

MICHEL YOUSSEF
Program Manager

HEADQUARTERS
Amsterdam, the Netherlands

ESTABLISHED
2015

IMPACT REGION
the Netherlands

TYPE
Hybrid

SECTOR

2017 EARNED REVENUE
$530,000

2017 OTHER REVENUE
$741,000

MAJOR FUNDERs
Revenue, Governmental contribution, Grants

STAGE
Prepare to Scale

EMPLOYEES
15

VOLUNTEERS
125

MILESTONES
98 graduates found permanent jobs and 200 people are currently participating

GROWTH PLAN
Triple our capacity towards 160 participants per year in the next 3 years

KEY AWARDS
2017: Best off the Grid, Entrée Awards

CONTACT US
www.refugeecompany.com +1 0031655708874 fleur@refugeecompany.com

IMPACT REGION
the Netherlands

VOLUNTEERS
125

2018 INVESTOR PROFILE

2017 OTHER REVENUE
$741,000

MAJOR FUNDERs
Revenue, Governmental contribution, Grants

STAGE
Prepare to Scale

EMPLOYEES
15

HEADQUARTERS
Amsterdam, the Netherlands

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Prepare to Scale

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KEY AWARDS
2017: Best off the Grid, Entrée Awards

CONTACT US
www.refugeecompany.com +1 0031655708874 fleur@refugeecompany.com
Integrating refugees through programming

**Refugees{code}**
coding school for integration

---

**About Us**
We integrate refugees into society by training them for 9 months in a full-time program and afterwards placing them in jobs. Main parts of the program are: programming skills, soft-skills (e.g., interview training), and community.

**Target Market**
Since 2014 more than 180,000 refugees came to Austria. We estimate around one-third of those would have the prerequisites to attend our course.

Addressable market for next 1-3 years:
- Refugees in Austria with valid work permit for Austria
- Unemployed
- Fluent English
- Finished at least high school

~60,000 people

Assuming we capture 10% of the addressable market, we have 6,000 potential participants.

**Value Proposition**
refugees{code} is a social enterprise that provides a nine-month full-time program to learn programming for refugees in Austria who want to work as a programmer.

Unlike others, refugees{code} has a rigorous admission process and also supports with finding a job after successfully completing the program.

Our product is unique because we offer end-to-end support (from the application to job searches and the alumni program) and create a win-win-win solution for participants, companies, and the government.

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**Innovation**

**Investment Required**
USD$200,000 to bridge the existing gap over the next two years before we break even. Forms: grants, public-private partnership subsidy, donation (impact in return)

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**Impact to date**
24 refugees who finished our program have a job now. This is impacting their own lives and the lives of all family members.

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**Management Team**

**Stefan Steinberger**
Co-Founder & CEO

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**Contact Us**

www.refugeescode.at/ +1 436642250380 stefan@refugeescode.at

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**2018 Investor Profile**

2017: Earned revenue $270,000
2017: Other revenue $255,000
2017: GDP (Gross Domestic Product) $2,000,000

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**2018 Growth Plan**

- 2018: grow to 60 participants and test the “train the trainer” model for scaling
- 2019: scale to 120 participants to become a significant player in software development education
- 2020: finish our guide “how to open a coding school for unemployed people in your city” to become franchise-ready.
- 2022: have 500 participants in Vienna and go international (with focus on Germany)

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**2017 Awards**

- 2017: Forbes 30 under 30 – Social Entrepreneurs
- 2017: Social Impact Award
- 2017: HR Award - Best Newcomer
ABOUT US
Regenesys is a business process outsourcing company that provides sales support, operations, and back office services to clients in the US, Australia, and the UK. We enable clients to adopt automation and cloud-based as-a-service platforms that enables them to scale quickly. Our core offering is in high-volume photo and video editing, delivered using our enterprise-grade workflow platform and large team of skilled editors. Regenesys was created with the purpose of restoring the lives of survivors of slavery and abuse by employing them in technology-centric jobs. They benefit from computer-based employment due to its high demand, broad career options, transferrable skills, and the financial independence that it provides.

TARGET MARKET
Our target market includes photography and digital marketing companies, architectural & engineering firms that require high volume and quality edited media delivered in 12 to 24 hours. We are broadening our product range to include Weddings, 3D Virtual Tours, Floor Plans and Building Information Management. Our clients are primarily in the US and we are reaching out to similar markets in Asia and Europe.

VALUE PROPOSITION
For fast growing photography and digital media companies, Regenesys BPO provides both the technology and resources for your front-to-back operations covering order management, post-production editing and client support. Our platform enables our clients to scale to a national level by managing dozens of branches, hundreds of photographers and thousands of shoots daily.

INVESTMENT REQUIRED
In the next 3 to 6 months we are looking to raise $500k through debt and grants to cover the following:
- 100% increase in our staff (driven by reliable existing client demand)
- Improving operations efficiency
- New service offerings (3D Virtual Tours, Building Information Management)
- Further business development in target markets and in Asia/Europe

IMPACT TO DATE
Employing 85 individuals from our target employment group (survivors of slavery, abuse or those at high risk of exploitation)

MILESTONES
- 2018: 111 Employees. $0.8 million revenue. Commenced floor plan and 3D virtual tour services.
- 2017: 52 Employees. $0.4 million revenue. Commenced accounting and booking services.
- 2016: Onboarded 6th outsourcing client. Commenced digital media post-production services. 27 Employees.

GROWTH PLAN
- 2019: 100% Growth (from existing client base) and deploy new B2B Platform. $1.5M revenue, second operations center in the Philippines, pilot operations in Nepal
- 2020: 100% Growth and $3M revenue. Expansion in Nepal and pilot in India
- 2021: 70% Growth and $4M revenue. Expansion in India and pilot in Thailand

HEADQUARTERS
USA
ESTABLISHED 2014
TYPE Hybrid
SECTOR Equality & Social Justice, ICT
2017 EARNED REVENUE $400,000
2017 OTHER REVENUE $0
MAJOR FUNDERS Self-funded
STAGE Scale
EMPLOYEES 111
VOLUNTEERS 0

CONTACT US
www.regenesysbpo.com +639175659089 sam.dharmapala@regenesysbpo.com

MANAGEMENT TEAM
SAM DHARMAPALA
Founder & CEO

KEY AWARDS
- 2016: Praxis Business Fellow
- 2018: Australian Government Frontier Innovators program (finalist)

IMPACT REGION
Philippines

VOLUNTEERS 0

First to earn money for my family, but now I also learned lessons in life; how to treat people and be honest with myself and others.

—Sex trafficking survivor

IMPACT TO DATE
Employing 85 individuals from our target employment group (survivors of slavery, abuse or those at high risk of exploitation)

Www.ScU.eD/U/millerCenter
2018 INVESTOR PROFILE
Relevée is a high-end socially conscious fine jewelry brand that features classic and elegant designs. We are as committed to sustainability as we are to empowering and connecting women. We use only conflict-free (Kimberly-certified) diamonds, ethically sourced gemstones, recycled 18k gold, and recycled Sterling silver.

**TARGET MARKET**
The Relevée customer is socially conscious, fashionable, and progressive. It is primarily female, relatively high in income and discretionary income, educated, and urban. There are twenty million women in our US target market. 1-in-5 of American women buy fine jewelry in a year. 28% of American households, those making $100,000+ annually, are responsible for 68% of all jewelry expenditures. Higher-educated shoppers and urban dwellers spend more on jewelry. Buying jewelry is a cross-generational purchase. We also focus on gift-givers and gift-receivers and the affluent self-buyers aged 20-35 who generally pamper themselves with mid-range luxury goods.

**VALUE PROPOSITION**
Relevée provides high-end socially conscious jewelry that attracts customers not only to our elegant styles but also to our mission of women’s empowerment. There are few retail options for the professional woman to buy socially impactful products. Our jewelry not only elevates the Relevée jeweler who has overcome significant hardships, but also the wearer and beholder.

**MILESTONES**
- 2016: Raised $187,500 in seed funding.
- 2017: Designed a debut collection of 60 pieces and debuted our luxury branding & campaigns (launch of our website as well) that was worked on by our creative team in Amsterdam with our CEO. Launched our brand new jewelry academies, one in Kolkata at our nonprofit shelter home and the second in Chiang Rai, Thailand.
- 2018: Secured three high-end retailer partners. Launched our new jewelry academy in Kolkata in the red light district.

**GROWTH PLAN**
- Q3 to Q4 2018: 4 branded retail partners and sell $30,000 of jewelry.
- 2019: Launch with 5 new high-end retail accounts and sell $200,000+.
- 2020: Sell $300,000-$500,000 of jewelry. Employee 10 new jewelers and open new jewelry academy in a new location.

**INVESTMENT REQUIRED**
$150,000 - $250,000 equity

**IMPACT TO DATE**
- Trained 100 women as goldsmiths.
- Jewelers are some of India’s first women goldsmiths, as this profession has been traditionally male-only. We currently employ 30 women.

**CONTACT US**
www.relevee.com  +1 5132384991 meredith@relevee.com

**CONNECT**
/releveejewelry @relevée

**MANAGEMENT TEAM**
MEREDITH LOCKWOOD  Co-Founder & CEO

**MEANINGFUL IMPACT**
Empowering the most vulnerable women by training and employing them to make fine jewelry.

When I joined the Relevée team, I stopped thinking of myself as a trafficking survivor or shelter home girl and started thinking of myself as an artist and a professional. This company is my family and my home. I want women around the world to wear my designs and to feel the same pride and connection that I feel.

—Priyanka Das

**HEADQUARTERS** New York, USA
**IMPACT REGION** South Asia
**ESTABLISHED** 2015
**TYPE** Hybrid
**SECTOR** Economic Development; Equality & Social Justice
**2017 EARNED REVENUE** $0
**2017 OTHER REVENUE** $0
**MAJOR FUNDERS** ADAP Capital, Embrey Family Foundation, independent investor
**STAGE** Validate
**EMPLOYEES** 30
**VOLUNTEERS** 5

**VALUE REGION**
South Asia

**2017 EARNED REVENUE** $0
**2017 OTHER REVENUE** $0

**VOLUNTEERS** 5

**CONTACT US**
www.relevee.com  +1 5132384991 meredith@relevee.com

**CONNECT**
/releveejewelry @relevée

**KEY AWARDS**
2018: SOCAP Fellowship
2018: Grunin Prize for Social Entrepreneurship

**2018 INVESTOR PROFILE**
www.scu.edu/millercenter
Our target market is the 500 million displaced migrant and refugee populations that are moving either internally or across borders in search of refuge from war or conflict, or better economic and educational opportunities for themselves and their families. We specifically target women and children migrants: women make up nearly 50% of the migrant population, children an estimated 20%. We typically reach our customers through other NGOs, government agencies or through word of mouth from migrants and refugees themselves.

MILESTONES GROWTH PLAN KEY AWARDS

- 2011: Young Global Leader of the World Economic Forum
- 2007: Walz Fellows Architect of the Future

IMPACT TO DATE
- Our first organization, Hua Dan in China, has trained 10 migrant women to work with over 32,000 women and children.
- We have identified 3 new Syrian facilitators to lead our projects in Europe.
- We have established a 5-women led theatre troupe in the UK that has already performed to over 200 people in the last few months.

INVESTMENT REQUIRED
We are seeking grants for US$601,177 to build executive, sales and operating teams; US$361,542 to improve our digital storytelling, impact marketing and develop the technology to deliver our workshops to hard-to-reach populations in conflict zones such as Syria and Afghanistan; US$152,937 to develop a handbook and training tools to scale our work globally and create earned-income revenue from online membership for other NGOs.

IMPACT TO DATE
- We have trained 10 migrant women to deliver participatory life skills theatre workshops to over 32,000 women and children globally.
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- We have 32,000 women and children globally.
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- We have established a 5-women led theatre troupe in the UK that has already performed to over 200 people in the last few months.
Catalyzing a new solution for refugees: international migration for work

Canada and Australia have partnered with Talent Beyond Boundaries to make their economic migration systems more accessible to refugees.

What TBB is doing is exactly what the world needs. We are smart and educated people and can contribute professionally but are being denied the opportunity because of something we cannot control. I know that if you just give me the chance, I can compete with my skills and maybe even outshine other candidates.

—Hayder, software engineer, refugee based in Jordan

ABOUT US
Talent Beyond Boundaries (TBB) is the only entity in the world pioneering an additional solution to the refugee crisis by enabling the private sector to recruit international refugees out of over-burdened host countries. TBB helps governments meet their humanitarian obligations by allowing employers to offer refugees a legal migration option to a country and community where their skills are needed. This solution—labor mobility for refugees—has the potential to get thousands of refugees back into the global labor force, off of humanitarian aid, and on the path back to autonomy and self-reliance.

TARGET MARKET
This year, the 193 UN member states will endorse the Global Compact on Refugees, committing to share responsibility for solutions for 25 million refugees. In the Compact, countries commit to “increasing significantly [the] availability” of “complementary pathways” for refugees, including “labour mobility opportunities...through the identification of refugees with skills that are needed in third countries.” TBB is the only organization in the world identifying refugees with globally in-demand skills, engaging employers to recruit them from abroad, and partnering with governments to ensure skilled migration systems are accessible to refugees.

VALUE PROPOSITION
TBB partners with governments to meet their humanitarian obligations by providing their national employers access to a pool of skilled, internationally mobile refugees who can meet hiring needs in critical fields.

INVESTMENT REQUIRED
TBB is seeking $800,000 in grants to complete pilot projects in Canada and Australia, to share the approach and impact of these projects widely, and ultimately identify additional countries for replication in 2020 and beyond.

IMPACT TO DATE
• 10,000+ refugees’ skills made visible to international employers in a first-of-its-kind database
• 12 refugees with international job offers of average starting salary $58k, and 60+ additional refugees in active recruitment
• 2 international governments partnering with TBB to make migration accessible to skilled refugees

HEADQUARTERS
Washington, D.C., USA

IMPACT REGION
Middle East, Canada, Australia

ESTABLISHED
2015

TYPE
Non-profit/NGO

SECTOR
Econ. Development, Equality & Social Justice

2017 EARNED REVENUE
$0

2017 OTHER REVENUE
$948,714.97

MAJOR FUNDERS
US Government, Government of Canada, Global Innovation Fund, Disney Family Foundation, other foundations

STAGE
Blueprint

EMPLOYEES
13

VOLUNTEERS
15

REPORTED IN THE NEWS

2018: Secured cooperation of the Department of Home Affairs in Australia to implement a pilot
2018: Invited by the Government of Canada to lead the Employment Mobility Pathways Project
2018: Collaborated with 50+ corporate partners in Canada, Australia, and the UK on recruitment
2017: Registered over 10,000 refugees in Lebanon and Jordan in the first online mapping of refugee job skills
2017: US State Department selects TBB for a 2-year innovation grant to increase economic and personal security of refugees

2018: Complete pilot projects with the Governments of Canada and Australia; publicize broadly the lessons learned and impact of these projects
2020: Extend success of pilot projects in Canada and Australia by scaling number of refugees accessing skilled pathways into both countries
2021: Replicate program in additional destination country or countries

CONTACT US
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CONNECT
@TBBforTalent Talent Beyond Boundaries

WorkAround provides businesses with time and cost-saving services such as data entry, data scrubbing, tagging, digitization, surveys, and basic internet research by crowdsourcing these repetitive tasks to skilled refugees and displaced people. Businesses simply consult with our project leads to define the scope of the project and set parameters for best outcomes, and WorkAround handles the rest through our platform, from vetting and training workers, to quality control and payment.

ABOUT US
WorkAround provides businesses with time and cost-saving services such as data entry, data scrubbing, tagging, digitization, surveys, and basic internet research by crowdsourcing these repetitive tasks to skilled refugees and displaced people. Businesses simply consult with our project leads to define the scope of the project and set parameters for best outcomes, and WorkAround handles the rest through our platform, from vetting and training workers, to quality control and payment.

TARGET MARKET
Our target market includes small-to-medium sized businesses requiring data generation and preparation for analysis and reporting. Typically these companies do not have full-time data specialists, and have tight budgets and time constraints. WorkAround also handles “microwork” such as creating training data sets for machine learning and artificial intelligence algorithms. The microwork industry is a $5B market growing at 16% annually. As we scale, we plan on expanding services into the more general business process outsourcing market which generated $88B in 2017.

VALUE PROPOSITION
Refugees and displaced people want to work with us because we “Work Around” the barriers to employment that many face, including host country constraints on employment, offering payment solutions to the unbanked and underbanked, fair wages, and the flexibility to work from anywhere with internet and a smart phone or laptop.

Along with access to jobs, WorkArounders also receive access to further education through our partner organizations such as Paper Airplanes, ongoing job-specific and soft-skill training, and an active supportive community of fellow workers built through chatrooms, leaderboards, and gamified incentives.

INVESTMENT REQUIRED
We are raising $350K in equity and grants over the next six months to register 2,500 refugees and displaced workers on our platform, and provide them with over 40,000 hours of work by 2019.

IMPACT TO DATE
• 458 Refugees & displaced people have earned money on our platform, impacting 1,374 people based on an average household size of 3.
• Over 5,000 hours of work provided to refugees and displaced people who would otherwise not have access to safe or legal employment.

IMPACT REGION
Turkey, Jordan, Lebanon, Venezuela

CONTACT US
https://workaround.online/ +1 4353397556 wafaa@workaround.online

CONNECT
@WorkAroundOn

MANAGEMENT TEAM

WAFAA ARBASH
Co-Founder & CEO

JENNIE KELLY
Co-Founder & COO

SEVERIN IBARLUZEA
Co-Founder & CTO

HEADQUARTERS
Boston, MA, USA

IMPACT REGION
Turkey, Jordan, Lebanon, Venezuela

ESTABLISHED
2017

TYPE
For-Profit

SECTOR
Economic Development

2018 EARNED REVENUE
$24,000

2018 OTHER REVENUE
$0

MAJOR FUNDERS
Revenue

STAGE
Validate

EMPLOYEES
3

WORKAROUNDERS
458

MILESTONES
April 2018: Filled critical CTO role with graduate from Rensselaer Polytechnic Institute
June 2018: Launched Worker Platform
2017-2018: 5x growth in revenue

GROWTH PLAN
November 2018: Launch an automated customer job submission platform
July 2019: Add gamification and social tools to worker platform to improve accuracy and efficiency by 5% and increase worker retention by 30%
2019: Increase revenue to $400,000
2020: Provide 100,000 total hours of work to 5,000 refugees

KEY AWARDS
2017: MassChallenge finalist (one of 128 companies chosen from 1,600 applicants)
2017: SheStarts competition winner including $20k in in-kind services
2018: Pope’s Laudito Si Challenge top 10 finalist

SEVERIN IBARLUZEA
Co-Founder & CTO

Quote
“Basically saved my life, by giving me a chance to work and earn a living enough to pay my rent, with ONLY having an internet connection and a device. No complications with payment methods, signing up, or the work itself. The administration team is VERY helpful, very communicative, and responsive.” —Oro Mahjob, WorkArounder

WE HAVE EMPOWERED OVER 450 REFUGEES BY PROVIDING THEM WITH MORE THAN 5,000 HOURS OF FAIR-WAGE WORK THROUGH OUR ONLINE PLATFORM.

(April 2017-September 2018)

We have empowered over 450 refugees by providing them with more than 5,000 hours of fair-wage work through our online platform.

(April 2017-September 2018)
TRAK utilizes artificial intelligence to look for threats related to human trafficking and provides actionable information to save lives when minutes matter. Our platform cross functionally applies to detecting school shooters, cyber bullies, counterfeit luxury goods, and weapon trafficking.

ABOUT US
TRAK helps solve the lack of real-time intelligence for law enforcement and defense agencies to respond when their methodology is often manual or reactionary. When data collection is manual or reactionary, critical and catastrophic events are often missed. Our biggest competition is “doing nothing.” TRAK exponentially increases the intelligence gathering process and saves lives.

TARGET MARKET
The US defense tech software spending budget represents a $13.5 billion market. Our tool helps defense agencies find correlations between human trafficking and cartels. Because our tool can easily translate into other verticals, TRAK solves difficult data collection in both the private and public sectors where multi billion dollar markets exist.

VALUE PROPOSITION
TRAK helps solve the lack of real-time intelligence for law enforcement and defense agencies to respond when their methodology is often manual or reactionary. When data collection is manual or reactionary, critical and catastrophic events are often missed. Our biggest competition is “doing nothing.” TRAK exponentially increases the intelligence gathering process and saves lives.

INVESTMENT REQUIRED
$500K in convertible debt, equity, or program related investments, $2.2M in grant funding by January 2019. We are looking for partnerships with the UN, BT, Qualcomm, Microsoft, IBM Watson, and/or Google A.I.

IMPACT TO DATE
1 victim of trafficking saved in beta testing. 100 leads provided to defense agency during contract. Multiple sophisticated trafficking rings identified and turned over to the FBI. Twenty-four survivors identified for FBI after Paris shootings.

MILESTONES
2015: 60K in investments from friends and family, Angel investors
2017: Beta tests yield rescue of trafficking victim and identifies organized crime syndicates
2019: Enter into vertical to prevent school shootings cyber bullying / detect counterfeit luxury goods
2020: Scale to global company

SECTOR
Equality & Social Justice, Defense, NPO, UNDOC Initiatives

MANAGEMENT TEAM

NOEL THOMAS
CEO

SAMUEL CURET
COO

STAGE
Scale

EMPLOYEES
3

VOLUNTEERS
9

CONTACT US
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Susan Eddins
Teri Eyre
Vivian Gee
Yezala Abayneh
Yvonne Moustakas

GSBI alumni around the world
If you are interested in joining us on our journey of accompaniment and supporting our work, you can make a gift online at mysantaclara.scu.edu/givenow and select “Miller Center”. We do not charge the social entrepreneurs who participate in our accelerator programs, and we provide the Global Social Benefit Fellows fully funded research opportunities with social enterprises. Together we can build a more humane, just, and sustainable world.