Schedule
21 August 2019

12:30 PM  
Registration

1:00 PM  
Welcoming Remarks and Entrepreneur Pitches

2:20 PM  
Intermission

2:40 PM  
Entrepreneur Pitches

4:00 PM  
Event Concludes

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This booklet features the investment profiles for the 18 social enterprises selected to participate in the 2019 GSBI In-Residence 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 for an introduction.

Miller Center is creating tools and practices to advance **women’s economic empowerment**. We are investing in helping more women become successful social entrepreneurs and helping more social enterprises focus on women and girls as customers and beneficiaries. 11 of the 18 enterprises in this cohort are led by female founders and/or have an explicit focus on supporting women and girls through their work. In total, nearly 40% of the 478 alumni social enterprises Miller Center has accompanied through GSBI accelerator programs are advancing women’s economic empowerment.

Miller Center is committed to working with social enterprises whose primary focus is on providing **clean energy access** to improve the quality of life of people living in poverty while fighting climate change, the effects of which are disproportionately felt by the global poor. 3 of the 18 enterprises in this cohort are addressing the UN’s Sustainable Development Goal #7 to ensure access to affordable, reliable, sustainable and modern energy for all. In total, 47% of the 478 alumni social enterprises Miller Center has accompanied are providing clean energy access throughout the world, primarily in the Global South.

The enterprises in this cohort represent the following UN’s Sustainable Development Goals (SDGs):

1. **No Poverty**
   - Economic growth must be inclusive to provide sustainable jobs and promote equality.

2. **Zero Hunger**
   - The food and agriculture sector offers key solutions for development, and is central for hunger and poverty eradication.

3. **Good Health and Well-being**
   - Ensuring healthy lives and promoting the well-being for all at all ages is essential to sustainable development.

4. **Quality Education**
   - Obtaining a quality education is the foundation to improving people’s lives and sustainable development.

5. **Gender Equality**
   - Gender equality is not only a fundamental human right, but a necessary foundation for a peaceful, prosperous and sustainable world.

6. **Clean Water and Sanitation**
   - Clean, accessible water for all is an essential part of the world we want to live in.

7. **Affordable and Clean Energy**
   - Energy is central to nearly every major challenge and opportunity.

8. **Decent Work and Economic Growth**
   - Sustainable economic growth will require societies to create the conditions that allow people to have quality jobs.

9. **Industry, Innovation and Infrastructure**
   - Investments in infrastructure are crucial to achieving sustainable development.

10. **Reduced Inequalities**
    - To reduce inequalities, policies should be universal in principle, paying attention to the needs of disadvantaged and marginalized populations.

11. **Sustainable Cities and Communities**
    - There needs to be a future in which cities provide opportunities for all, with access to basic services, energy, housing, transportation and more.

12. **Responsible Consumption and Production**
    - Climate change is a global challenge that affects everyone, everywhere.

13. **Climate Action**
    - SDG icons and descriptions sourced from [https://www.un.org/sustainabledevelopment/](https://www.un.org/sustainabledevelopment/)

Miller Center has made every attempt to ensure the accuracy and reliability of the information provided in this document as of 7/31/19. However, the information is subject to change, and we encourage dialogue with social enterprises to confirm updates, changes, and data.
# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>The Alchemist Lab</td>
<td>1</td>
</tr>
<tr>
<td>Cycle Connect</td>
<td>2</td>
</tr>
<tr>
<td>CityTaps</td>
<td>3</td>
</tr>
<tr>
<td>Dandelion Africa</td>
<td>4</td>
</tr>
<tr>
<td>Development in Gardening (DIG)</td>
<td>5</td>
</tr>
<tr>
<td>East Africa Fruits Co.</td>
<td>6</td>
</tr>
<tr>
<td>Ellie Fun Day</td>
<td>7</td>
</tr>
<tr>
<td>Eneza Education Ghana Limited</td>
<td>8</td>
</tr>
<tr>
<td>Gham Power</td>
<td>9</td>
</tr>
<tr>
<td>Grassroots Energy Inc.</td>
<td>10</td>
</tr>
<tr>
<td>Ignis Careers</td>
<td>11</td>
</tr>
<tr>
<td>Jhumki Basu Foundation</td>
<td>12</td>
</tr>
<tr>
<td>Kantaya</td>
<td>13</td>
</tr>
<tr>
<td>Kwangu Kwako Limited</td>
<td>14</td>
</tr>
<tr>
<td>Leap Skills</td>
<td>15</td>
</tr>
<tr>
<td>Mauqa Online</td>
<td>16</td>
</tr>
<tr>
<td>NemoCare</td>
<td>17</td>
</tr>
<tr>
<td>RVE.SOL Lda</td>
<td>18</td>
</tr>
</tbody>
</table>

*Photo Credit: Ellie Fun Day*
The Alchemist Lab

Preparing a generation of creative problem solvers in Jordan and the Middle East.

Executive Summary

The Alchemist Lab is shaping the future of the Middle East by upgrading children’s and youth education and developing their future 21st century skills. Currently we stand to be the leaders in Jordan for creative and critical thinking and STEM training for children aged 5-17 years old from cities, villages and refugee camps. We offer a wide range of hands-on offline workshops, clubs and experiences with future solid plans to offer online Arabic STEM curriculum and training for teachers and children. Additionally, we have a specific program to close the gender gap in STEM careers addressed to girls in the villages and refugee camps.

Impact to Date

We have reached 34,000 lives up to January 2019. We do activities directly to children in addition to teacher’s training. Children attend any of our offline activities as bootcamp, workshop, club or school trip. The Alchemist Lab works to advance UN SDGs and specifically Goal 4, Good Education, where we aim to ensure equal access of girls and boys to the right affordable 21st century skills training and Goal 5, Gender Equality, where we aim to close the gender gap in STEM careers.

Our proxy indicators that we measure starting 2019:

- Number of children participating in different STEM clubs and camps.
- Skills developed for amp and club participants. Assessment before and after where parents will be included in the surveys.
- School surveys to assess the trip’s effect on students’ interest and curiosity inside the classroom in the following weeks after the trip (if they observe any difference).

Investment Required

We are currently finalizing a pre-A series $500,000 investment through a combination of grants and convertible notes as follows:

- $100,000 through grants ($50,000 secured 100% through DVF award and the amount will be transferred in Q4 2019 and $50,000 is under finalization through Mercy Corp and expected by Early 2020)
- $200,000 through convertible notes (optional conversion & considering discounted rate)

Sheet term is negotiable according to global norms.

This investment will unlock a $200,000 investment from ISSF, a local governmental fund, that is ready to match the investment of a lead investor.

The investment will be deployed in 2020 and will cover salaries of business/ product developers and project manager in addition to development of the online platform and content for stage one. The first product will be teachers and partner’s online STEM bootcamps. We would also be interested in digitization expertise, online content development partnerships (video making, website and application design), Ed tech advisors, and connections to networks and institutions through which we can seek fund and grants.
Cycle Connect

Our mission is to increase income for East African smallholder farmers through productive asset financing and training.

Executive Summary
Cycle Connect offers productive asset financing for East African smallholder farmers. Through financing income-generating assets, we are helping farmers to realize their full potential and catalyze themselves forward. Our last mile access and farmer-centric loan terms work together to successfully lower the barrier to entry to get our productive assets in the hands of more smallholder farmers. As an impact-oriented company, our loans are purposefully designed with the benefit of our customers in mind. All of our products are fully vetted, analyzed, and tested to ensure their ability to increase income. Our current offering includes bicycles, motorcycles, ox and plow, and grinding machines. To date, we have disbursed over 5,000 loans to impact a total of 25,000 rural Ugandans. Cycle Connect is committed to going the distance to ensure everyone living in the last mile has the means to thrive, not just survive.

Impact to Date
- To date, Cycle Connect has disbursed over 5,000 loans impacting over 25,000 Ugandans and increasing their income by over 30%.
- We have transferred approximately $500K in asset-ownership and increased income by over $300K to the farmers we have worked with.

Investment Required
We are raising $450K in debt over the next twelve months. The debt will allow us to increase the assets disbursed in doubling growth, year-over-year. We additionally seek $650,000 fundraising (with 50% already committed). The fundraising revenue will support regional expansion through-out Uganda, build out of systems, development of innovations department testing, and hiring of key management positions.
CityTaps

Innovate for running water in every urban home.

Executive Summary

The UN deems access to water a human right. Today, a billion urban poor lack access to water at home—this is why SDG 6 is so important. Without water at home, poor urban women pay a triple tax on water poverty: in time, health, and money. Water at home has the best value for money, and it’s valuable beyond drinking: for cooking, sanitation, and hygiene. The utilities that should be serving everyone cannot make their economics work. They struggle to collect for their services, and they lose too much water to leaks and theft.

CityTaps solves both sides of the water poverty problem.

1. Water utilities get what they need most: money to operate and invest, and data to find leaks and theft.
2. The urban poor can pay as they go for their house connections and for water at home.

CityTaps sells the world’s only prepaid and smart water meter to utilities. It’s the tool they need to serve everyone and achieve SDG 6. Our market is $450M/year, growing at 6%/year. Critically for both utilities and their subscribers, our unique system lets utilities reconnect disconnected subscribers to their networks. They pay back their arrears in affordable micro payments—it’s easy. This alleviates the accounts receivables burden for utilities, a major impediment to their ability to invest. CTSuite not only helps people become connected, but also to stay connected over time for maximum impact.

Impact to Date

- 11,100 lives impacted by 1140 CTSuite (deployment of CT Meters to residences) in Niger - we are finalizing our impact report for this project.

Investment Required

We are seeking:

- $570,000 in debt to finance working capital. Some of this debt will come from the French bank BPI to match equity raised from institutional investors.
- $2,270,000 in equity in 2019 to finance commercial expansion, reduction of COGS, and some R&D for new products requested by clients. Another similar round is planned in late 2021. $900K already found.
- $570,000 in grants; Some French government R&D grants support R&D. Some past grant funding has been used to finance projects in new countries, and we are interested in using grants as first loss capital on leasing projects.
Dandelion Africa

Improving sexual health and economy of women in Kenya.

Executive Summary

Dandelion Africa is a grassroots organization based in Rift Valley of Kenya. We promote gender equality and human rights for women and youth through programs that address cultural and logistical impediments to women’s reproductive health, economic livelihoods and girls’ education. We encourage boys to understand, respect and support the rights of girls and women. Dandelion Africa builds the capacity of women in rural areas on wealth creation and investment using local resources available to them. We provide sexual and reproductive health information and services to women and girls through mobile medical outreaches and our Mobile Backpack Nurse Model to ensure no woman or girl is left behind in access to contraceptives. We work with schools through a gender transformative lens that works to address issues of female genital mutilation and increase opportunities for education for girls and boys in marginalized communities. For sustainability, we have a Resource Center and Dandelion Medical Centre, which is constructed in the heart of the communities we serve, offering free health services to children under the age of 5 years so that rural marginalized women can access healthcare for themselves.

Impact to Date

- 146,000 people impacted by integrated sexual and reproductive health services and contraceptives
- 7,200 people impacted by 1,000 entrepreneurship trainings for women
- 23,440 people impacted by 5,860 Girls For Leaders/Boys For Change School Clubs
- 80,000 people impacted by providing 10,000 contraceptives

Investment Required

We are currently seeking $400,000 in grants to equip the maternity center, drill a borehole that will be used by our center to sell water to the community, and train 2,000 women, girls, and boys on sexual and reproductive health, female genital mutilation and gender-based violence in Baringo County.
Development in Gardening (DIG)

*Helping the poorest farmers through gardens that grow health, livelihoods, and belonging.*

**Executive Summary**

Development in Gardening (DIG) works with the farmers who are too poor to qualify for most other NGO programs. Using a nutrition-driven seed-to-seed agriculture program, we improve the health and economic status of the most vulnerable people in communities so they are better equipped to access additional services and markets. Our initial intervention is critical to reach the poorest of the poor. We fill a gap that creates readiness and delivers the hardest first steps in the progression toward a holistic response to poverty and hunger worldwide.

**Impact to Date**

- 50,000+ people have benefited from improved food security, nutritional diversity, increased vegetable crop yields, greater climate resilience and strengthened livelihoods.
- 1 year after graduating, DIG households experience a 350% increase in garden-sourced income enabling additional investment in education, healthcare, business opportunities, and home improvements.
- 1 year after graduating, DIG families source 3 additional meals a week from their gardens and consume 2x as many vegetables, improving long-term health and productivity.

**Investment Required**

We are seeking a $600,000 investment in grants and donations over a 3-year period to provide a faster path for DIG to scale up our reach and regional transformation in our 3 Fields of Excellence.

- $450,000 toward operationally expanding DIG’s 3 Fields of Excellence in Kenya, Uganda, and Senegal where an additional 6,200 farmers will be reached benefiting 30,000+ people.
- $90,000 to develop a donor engagement plan and map potential customers for growth, preparing DIG to sustain a $700K annual organizational budget.
- $30,000 towards developing a low cost Train the Trainer experience, packaging DIG’s model for scale beyond our current Fields of Excellence.
- $35,000 to human resource development ensuring DIG is fully staffed for success.
East Africa Fruits Co.

Improving market access for farmers by modernizing supply chain and demand logistics.

Executive Summary

East Africa Fruits Co. trades and markets fresh fruits, vegetables and rice for supply to hotels, restaurants and cafes, supermarkets and shops, local vendors and export customers. For smallholder farmers who need access to markets at good prices and consumers of fresh produce who need affordable high quality produce, we are a fresh produce distribution company that aggregates fresh produce from farmers, processes, then distributes to customers.

Impact to Date

We have impacted 1,140 smallholder farmers by offering them a reliable market for their fresh produce as well as extension services to increase their productivity. East Africa Fruits Co. aims to reduce post-harvest losses in order to increase resource efficiency in consumption and production, and promote food security and overall human wellbeing in both rural and urban spaces. We’ve been able to increase the income of over 1,140 farmers from $640 USD to $1,040 USD annually and expect to increase up to $2,900 USD for 6,000 farmers by the year 2023. East Africa Fruits Co. has generated over 50 employment opportunities, including people in the facility and office. We have been able to reduce post-harvest losses for farmers by 10% which means more food is saved for people to consume and more income to the farmers. This has been a keynote to achieve SDG 2 of ending hunger and malnutrition in Tanzania.

Investment Required

We are raising US $1,350,000 in equity or convertible debt to strengthen our working capital and team, and ease aggregation and distribution of fresh produce by establishing collection centers and increasing our fleet.
Ellie Fun Day

Improve access to sustainable employment for victims of domestic violence, and human trafficking, and marginalized women in India and around the world.

Executive Summary

We believe that solving the problem of poverty comes through creating dignified work for the most disadvantaged. The goal is to create opportunity as opposed to codependency. We promote the following:

- **SECURITY**: Skills training and development. Through our non-profit, we train and develop women who are lacking in employable skills so that they can sustain a long term career.
- **DIGNITY**: Through international economic trade. We design market driven products for these women artisans that are sold globally. Our products are designed to be competitive in the children’s market space as we don’t believe in charity buying.
- **FREEDOM**: All employment is at will. The nonprofits that we work with provide access to healthcare, counseling, shelter and education.
- **EQUALITY**: Women and men are given a safe place to work at our partner NGOs and are treated as equals and given access to management. All of our top managers are women and are trained to expert quality levels.

Customer Profile: Our main customer is the upper level income millennial and Gen Xer who buys socially conscious goods, but is also driven by the ethos of good product design. We are targeting the baby gifting sector because there is a $24 billion dollar market opportunity. Our baby and children blankets and gifts are made of GOTS certified organic cotton textiles and utilizes the artisan’s hand-made embroidery skills to differentiate us from the mass market goods. Our products have been featured in Martha Stewart Living, Travel and Leisure, and Huffington Post as proof of differentiation from the mass market goods.

Impact to Date

With over 21,000 baby blankets and accessories made, we have impacted 300 lives.

Investment Required

We are currently seeking $400K in convertible notes for the following strategic initiatives:

- $200K in Marketing Campaigns and Personnel to help expand our visibility globally
- $100K in Inventory Development to expand our product lines
- $100K in Infrastructure and Team to support the growth initiatives
- Grants to help continue our training and development programs with marginalized women artisans
Eneza Education Ghana

*Improve the quality of education for 1 million rural Ghanaian students.*

**Executive Summary**

Eneza Education is an education technology company that delivers lessons and access to personal teachers through text messages to students living in rural communities to help them learn. We provide curriculum-aligned learning content to students in rural communities in Sub-Saharan Africa and also provide teachers with teaching and learning resources. After successfully providing lessons to learners in Kenya, we have brought Eneza’s proven technology into Ghana, to impact the lives of 1 million children, providing them with the education they deserve.

Our learning platform is designed for lower-income parents in rural communities concerned about improving their child’s performance in school. We provide lessons, and access to personal teachers and revision papers at an affordable cost and irrespective of a lack of access to the internet. For teachers, we provide continuous professional development, pre-designed lessons plans, and classroom activities to help reduce their time on administrative tasks and increase their engagement time with students.

**Impact to Date**

- Over 1.2M unique sessions in just 2 years, visitors either took a lesson, asked a teacher a question or did a Wikipedia search
- 9,066 learners currently subscribed
- More than 50K questions asked by learners
- 227K lessons completed with an average of 22.7% increase in performance.
- Integrated with 2 main mobile carriers in Ghana (AirtelTigo and MTN Ghana)

**Investment Required**

- $55K in grants in the last quarter of 2019 to accelerate the development of our teacher-centered product (teachmobile) and pilot in partner schools.
- Raise $105K in grants in 2020.
- Grants raised in 2020 will support content creation for teachers and students, implementation of go-to-market strategies in Ghana and impact evaluations among our beneficiaries.
Gham Power

*Increasing smallholder farmers income with solar water pumps and digital agro-advisory.*

**Executive Summary**

For rural smallholder farmers in Nepal struggling to increase their crop yield due to lack of irrigation and financing, Gham Power helps increase their income with data-driven crop selections combined with solar water pumps and instant financing. We minimize investment risks by using PAYG smart meters and mobile money to collect loan payments and monitor systems remotely.

**Impact to Date**

- Installed over 2.5 MW of solar, impacting over 15,000 lives
- Curbed 326 kilo-litre of diesel usage and 2,920 tones CO2 emissions annually
- Deployed over $100K in private capital to install 150 solar water pumps, 105 of which are owned by women farmers
- Typical farmer increases income by $4,000 per year over the 10-year system lifetime

**Investment Required**

We are currently raising $2 million in investments through a combination of convertible debt and term debt (or preference shares) to scale operations to fund 720 projects over the next 2 years:

- $720K in convertible to capitalize the company and undertake key strategic initiatives around marketing and R&D. Terms: 6% simple interest w/ option to convert to equity in 2 years. Target return is 8% ownership @ 2x revenue valuation.
- $1.2 million in term debt (or preference shares) to fund CAPEX of 720 projects in 24 months. Target return is 6% simple interest at 3 year rolling term.

**Contact**

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Managing Director

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**About**

**Established** 2010

**HQ** Nepal

**Type** For-Profit

**Employees** 30

**Region of Impact** Nepal

**Sector** Energy Agriculture

**2018 Revenue** $643,249

**United Nations Sustainable Development Goals**

- Affordable and Clean Energy
- Climate Action
- Industry, Innovation and Infrastructure
Grassroots Energy, Inc.

Turning waste into electricity, fuel and compost for underserved communities in India and Africa.

Executive Summary

Grassroots Energy’s integrated energy model produces electricity, clean fuel and enriched compost the energy-starved communities.

a) Electricity is served to the communities with a focus on small-micro enterprises for income generating activities.
b) Clean fuel is bottled for use in transportation and cooking, replacing fossil fuels and saving 35%.
c) The residue from biogas operations is enriched into organic fertilizer, improving farm yields by 20%.

Grassroots Energy has timely feedstock and logistics plan and offers farmer training for usage of fertilizer, ensuring a deeper community engagement. Grassroots Energy has demonstrated distributed biogas-based operations which are sustainable, reliable and economically viable to address the needs of low-income economies.

Impact to Date

- 1,500 families supported with enriched organic fertilizer with an average increase in income of 20% per hectare. 200 families with an energy access / services resulting in savings of 20% over alternatives and improved reliability.
- Partnerships with 30 partnerships with Farmer Producer Organizations to potentially help 25,000 farmers with our enriched organic fertilizers.
- 200 families with an average increase in income of 20% supported by sourcing feedstock from the community.

Investment Required

We are currently finalizing $800K, in the form of convertible note that will come through by Q4 2019. In addition, we are seeking $3M in equity for Series A in Q4 2020/Q1 2021 to support the capitalization of new installations.
Ignis Careers Private Limited

*Promoting purposeful education among underserved students in India, through English and Life Skill learning.*

**Executive Summary**

Ignis is a social enterprise that promotes purposeful education through an integrated English language and life skills curriculum. We train teachers to use activity based, participatory learning methods that are age and culturally appropriate for the learners. We partner with affordable private schools, NGOs and governments to reach out to underserved communities.

Ignis provides very affordable capacity building programs (at $8 per child per year) for sustainable learning outcomes.

**Impact to Date**

- 144,000 students and 4,800 teachers in 480 schools have been impacted in the last 4 years.
- 97% of the parents in the Acumen lean data study reported improvement in the quality of life of the students in terms of their learning ability.
- 8 year-long pilot program in a remote village government school led to doubled enrollment. It resulted in 90% enrollment in higher education and resultant benefits such as a rise in the marriage age of girls.

**Investment Required**

We are looking to raise a total of $1,000,000, consisting of:

- $500,000 in equity or quasi-equity to reach 40 cities by 2023
- $200,000 in grants or quasi-equity to develop digital interactive tools
- $300,000 in grants to develop a division to reach extremely underprivileged students through grants and corporate social responsibility funds
Jhumki Basu Foundation

Empowering STEM teachers to develop tomorrow's workforce.

Executive Summary

STEM-Ed Innovators is targeted at the 1.9 million STEM teachers in American public schools to develop breakthrough teaching skills for dramatic improvements in STEM learning in their classrooms.

Unlike other professional development services that offer subject matter training to teachers, we bring about transformational change in their teaching abilities so that their students engage deeply in STEM subjects.

Satisfaction received through the STEM-Ed experience is lifelong, motivating teachers at risk of attrition to continue in their professions, and at-risk students to continue their education and become responsible citizens.

Impact to Date

- We have trained 220 STEM teachers between 2011 and 2019, touching 26,000 underserved students each year. Cumulatively, our teachers have touched over 90,000 students with a 90% reduction in teacher attrition, 50% increase in teacher confidence, and 70% increase in student engagement.
- We have successfully expanded the program to 2 cohorts in Boston and 9 cohorts in New York, proving its replicability. We are scaling the impact of STEM-Ed to tens of millions of underserved students.

Investment Required

We are currently finalizing $3M in investments that will take us through to 2022 when we project cash-positive operations.

We are seeking a combination of:

- Grants of $1.5M for curriculum enhancement, platform development and field trials
- Soft loans and PRIs of $1.5M for product launch

Process for scaling:

1. Enhance curriculum and develop platform to convert today’s proven face-to-face mentored training to online training of peer teacher groups under the guidance of a mentor
2. Conduct monitored trials in four cities
3. Include learnings from trials and launch nationwide service in a phased manner
Kantaya

Promote quality education and holistic development for children living in extremely impoverished communities in Peru.

Executive Summary

There are 2 million primary school children living in extreme poverty in Peru, where there are high barriers to educational opportunity and economic advancement. Kantaya provides a holistic, high-quality after-school learning program for disadvantaged children, inspiring them to continue their pursuit of education rather than giving up early.

Kantaya is also piloting a social business—a Technical Teacher’s School—which will increase Kantaya’s financial sustainability and provide teaching assistants for their after-school programs. It also aims to increase the quality of teaching in Peru.

Impact to Date

- More than 1,000 children have received high-quality education.
- 74% of Kantaya’s children achieve proficiency in reading vs. the national average of 33% in Peru; 70% achieve proficiency in mathematics against 16% in Peru.
- 67% of Kantaya’s youth access higher education compared to 5% of impoverished youth in Peru.

Investment Required

Kantaya is looking to raise US $470,000 in grants this year to:

- Pilot the Technical Teacher’s School (TTS) social business that will improve Kantaya’s sustainability and help a new set of beneficiaries
- Build 3 new after-school centers that will increase the children benefited by 2.5 times
- Improve our fundraising capacity
- Enhance our impact measurement system (specifically social emotional indicators)
**Kwangu Kwako Limited**

*To co-create opportunities for dignified living that are accessible to underserved communities.*

**Executive Summary**

For our target beneficiaries, KKL housing provides safe, secure, fire resistant housing that is long lasting, truly affordable, and landlord-approved. Unlike other housing interventions our houses are the same size as existing structures, can be built quickly in challenging locations, thus reducing any significant loss of rental income, and finally and most importantly, are accepted and praised in communities. The KKL product is very secure. It has reinforced concrete panel walls, metal doors, windows, and roof structure. We have partnered with microfinance institutions and SACCOs to offer affordable finance with flexible security requirements to suit the customer’s specific circumstances. We use locally available materials for our molds and construction processes. Additionally, we use local labor and create a circular economy, increasing available cash in the communities we work with.

**Impact to Date**

- 21 houses and 13 other structures (shops, community rooms, etc.) built. 9 further homes and 5 units (classrooms) at a school secured under contract, which means that 92 (soon to be 137) direct family members are now housed in dignified, safer, more secure homes. 400 children have access to a dignified learning environment, our ambassadors to parents!
- More than 150 supply chain jobs have been created, impacting 1,000 people
- Directly employed 8 people and impacted their lives and the lives of their families totaling 35 people

**Investment Required**

- $200,000 in convertible debt before the end of 2019 and $300,000 in convertible debt by 2021 to expand operations, increase the construction and manufacturing capacity to meet sales projections, and strategically deliver new flat pack homes. We are seeking a total of $500,000 in convertible debt or refundable grant.
- $500,000 in grants for product development and R&D. There is strong demand for a storey option. We have some good ideas but need to test and prototype in 2020 and deliver to market in 2021. This will greatly increase the demand and effectiveness of our housing especially in densely populated areas, and refine and improve the flat pack delivery and modularization of the metal components and other product design improvements. We are seeking a total of $500,000 in grant funding.
Leap Skills

Delivering value-added employer services to increase employment for motivated, under-resourced youth in India.

Executive Summary

The hiring model in India is broken. Indian employers seeking entry-level candidates must use agencies that charge high fees yet deliver untrained, poorly matched, high-turnover candidates. Job seekers from underserved backgrounds have limited visibility into available positions, lack basic skills and often have little insight into the careers that best match their talents. Both sides operate with little commitment or information. The result is bad for everyone—and the scale of this problem is scary. Each year unskilled job seekers equal to the population of New Zealand attempt to enter the Indian job market. Leap Skills works to bridge the access gap that exists between employers and job seekers by solving these hiring challenges. We offer two services. Our basic model provides an AI-driven screening and skills assessment service that provides employers a stream of high quality candidates from our pool. Our premium offering provides employee performance monitoring and guarantees minimum retention rates of each placed employee that exceed industry average. The addressable market for this unique combination of services is large. Employers recognize that hiring is a problem and reliably allocate budget to the problem. Diverse government subsidies are consistently offered both directly and indirectly to students and job seekers. These players are sensitive to increased ROI. Through these technology-driven differentiated and defensible services, Leap is indispensable to job seekers and employers. Our ability to deliver high fulfillment rates, better skills matching, better training, and lower turnover rates deliver high-impact lifetime benefit job seekers and economic benefits to employers.

Impact to Date

- Leap Skills has delivered its training to approximately 35,000 people to date, based on number of people trained through short term (15 hour) to long term (150 hours) training
- Placed 85% students enrolled in placement linked programs
- Placed students across 50 companies in 6 industries
- Worked with 50+ colleges across North India
- Worked with over 50 employers

Investment Required

- Currently finalizing $350,000 bridge series equity raise. Expected closure August 2019.
- Debt/Equity for working capital management for baseline government business by February 2020.
- Early stage interest in Series A in December 2020 (deployed in 2021). Target size $2-4M to scale our marketing, execution and technology capacity.
Mauqa Online

Enable digital inclusion of non-literate people through employment in developing countries.

Executive Summary

For non-literate domestic helpers seeking jobs, Mauqa Online is a service that provides them with the opportunity to increase their income. Unlike traditional employment agencies, our service gives them the flexibility to choose their working hours.

For people who require domestic help, Mauqa Online is a premium service that provides temporary, on demand, screened domestic helpers. Unlike a conventional employment agency which provides permanent staff at fixed times, our service provides a convenient solution for people whenever they need a temporary extra pair of hands.

Impact to Date

• 800 lives impacted
• 80 women employed to date with an average increase in monthly income of 50%
• 300 children enrolled in school

Investment Required

• We are currently finalizing $450,000 in investment through equity and convertible debt in order to scale to two additional cities by 2021.

ABOUT

ESTABLISHED
2018

HQ
Pakistan

TYPE
For-Profit

EMPLOYEES
18

REGION OF IMPACT
Pakistan

SECTOR
Economic Development

2018 REVENUE
$27,000

UNITED NATIONS SUSTAINABLE DEVELOPMENT GOALS

CONNECT

@mauqa.online
@mauqaonline
NemoCare

Ending preventable neonatal deaths in low and middle income countries by building innovative, affordable, accessible, highly accurate healthcare solutions.

Executive Summary

NemoCare uses unobtrusive wireless wearable sensors and networks, analytical algorithms, AI and big data as tools to provide continuous, high resolution monitoring and preventive care for every patient in hospital, and at home—making sure that no stone is unturned to prevent mortality and morbidity especially at the bottom of the pyramid. We use design thinking principles to build life-saving technologies that will transform the way healthcare is delivered.

Impact to Date

180 babies’ lives impacted—based on the number of babies on whom the devices were put during completed pilots and ongoing clinical studies at 2 sites. Since it was closed pilot, the NemoCare team was closely involved as well. Going forward when studies are independent, the number of lives impacted would also include caregivers and doctors. We will be able to track number of babies by number of consumable patches against each record created for a newborn in the dashboard. In the current year, we intend to impact the lives of 9,000 babies, 15 doctors and 100 caregivers by deploying 50 of our devices in the field.

Investment Required

We are seeking $1.2M for activities over a period of 18 months and the split is as follows:

- Equity funds of $700K PE for setting up and scaling sales and distribution channels, and marketing activities including displaying at conferences and publications with KOLs
- Grant of $500K to conduct large scale studies, DFM, device distribution for data collection and driving adoption, regulatory compliance activities
RVE.SOL S.A.

Our mission is to provide affordable and sustainable universal basic utility access (UBUA) to empower rural livelihoods, eradicate poverty, and combat climate change.

Executive Summary

RVE.SOL is a triple-bottom line social enterprise focused on providing affordable and sustainable utility services to rural communities through our 100% socially-inclusive business model. Our innovative, patented KUDURA system, a pay-as-you-go (PAYG) solar photovoltaic (PV) minigrid platform integrates several modern utility services into a containerized, community-managed solution. With KUDURA, we are creating a world where renewable energy, clean water, and green cooking fuels are leveraged sustainably, and on a decentralized basis, to empower rural livelihoods, eradicate poverty, and combat global climate change.

Impact to Date

We reached 98% connectivity (172 / 175 HHs) of our Sidonge community in 2018 after 7 years of operations. Over the course of this pilot project, we conducted social impact studies that revealed the following:

- 70% increase in disposable income from more affordable energy access
- 180% increase in girls’ school attendance
- 47% increase in average primary school grades
- 66% reduction in malaria infection due to increased use of nets tied to increased income
- 72% reduction in kerosene use due to availability of affordable power alternative
- 100% increase in cassava yield due to access to educational media via KUDURA-powered TV
- Empowered 13 SMEs (67% women-led)

We have just commissioned 10 new KUDURA sites (totaling ~280kWp) connecting 15 communities in Busia County to affordable water and power services. This will add 2,500 connections, affecting a beneficiary population of 15,000 people. 250 of these connections are productive energy use (PEU) applications such as businesses, schools, clinics, and religious centers.

Investment Required

We are currently raising:

- $10M in Series B funding
- $5M in Grants (RBF Connection Subsidies)
- $5M in Equity / Convertible Note / Debt

To finance 80% CAPEX (new KUDURA site deployment) and 20% working capital
Our **mission** is to accelerate entrepreneurship to end global poverty and protect the planet.

We **envision** a world where all people are architects of their own futures.
Global Social Benefit Institute (GSBI®)

Based at Santa Clara University, in the heart of the Silicon Valley, the 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.

Miller Center for Social Entrepreneurship

Miller Center for Social Entrepreneurship has accelerated more than 1,000 social enterprises since 2003. These collectively have improved, transformed, or saved the lives of over 400 million people in 100 countries. We help transform social ministries to more sustainable social enterprise models. We engage Santa Clara University students in research that helps social enterprises, leveraging our location in the heart of Silicon Valley and our Jesuit ambition to end poverty and protect the planet.

Santa Clara University

Santa Clara University, a comprehensive Jesuit, Catholic university located 40 miles south of San Francisco in California’s Silicon Valley, offers its more than 9,000 students rigorous undergraduate curricula in arts and sciences, business, and engineering; master’s degrees in business, education, counseling psychology, pastoral ministry, and theology; and law degrees and engineering doctoral degrees. Distinguished nationally by one of the highest graduation rates among all U.S. master’s universities, California’s oldest operating higher-education institution demonstrates faith-inspired values of ethics and social justice. For more information, see www.scu.edu.

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.