

## Social Entrepreneurs

### 2015 Annual Meeting



**Javier Armando Lozano, Clinicas del Azucar, Mexico**

Clinicas del Azúcar are a chain of low-cost diabetes management clinics that provide accessible preventative and supportive care to the underserved Mexicans. With its one-stop shop model, Clinicas del Azucar has reduced patients' annual costs by 70%, lowered their diabetes complication rates by 60%, and increased significantly their adherence to treatment. By offering a high quality and cost-effective health care to treat and prevent diabetes, Clinicas del Azucar addresses a critical socioeconomic issue, reduces inequality, and improves peoples' quality of life and overall productivity



**Shannon May, Bridge International Academies, Kenya**

Bridge International Academies is a chain of nursery and private schools in Africa delivering high- quality education for just \$5 a month on average. The model of Bridge International Academies is centred upon the Academy-in-a-Box solution, delivered through data-enabled tablets, enables thousands of teachers to deliver world-class lessons to children who had struggled to simply have a teacher show up at their previous schools. Just over four years since its first academy opened. As of January 2014, Bridge operates 259 academies in Kenya employing over 3,000 people and educating approximately 80,000 pupils.



**Ronald Bruder, Education For Employment (EFE), USA**

EFE's mission is to create job opportunities for unemployed youth by linking job training to job placements. EFE identifies sectors of the economy that offer potential for growth, but lack appropriately-qualified personnel and develops training programs that lead directly to jobs. With 6 locally-run affiliates in MENA, EFE has trained more than 4400 youth.



**Erin Ganju, Room to Read, USA**

Room to Read trains local authors and illustrators on themes and techniques for younger readers and commissions books from local publishers, thereby fuelling a local publishing industry. It has established more than 15,000 school libraries and trained over 40,000 teachers on how to engage students with reading material, including lesson plans, book reports, and read aloud sessions. Under the Girls' Education programme, A Room to Read provides financial assistance and mentoring through a network of social mobilizers, who act as role models, counsellors, and advocates for girls. The Girls Education programme reached 25,000 girls in 2013 and maintains a 95% retention rate. To date, the organization has benefitted the lives of more than 8 million children.



**Tom Szaky, TerraCycle, USA**

Globally, an estimated 22.7 trillion pieces of consumer waste are discarded a year, threatening the global health of our green spaces and waterways. TerraCycle is changing the way people view waste by mobilising individuals to collect previously unrecyclable waste, and incentivizing major corporations, like Kraft Foods and L'Oreal, to sponsor the recycling of new waste streams.

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#### **Chris Underhill, Basic Needs, United Kingdom**

BasicNeeds works with mentally ill people across 12 countries in the developing world through a model for mental health and development, recognized by the WHO, that focuses on treatment and livelihood development through peer groups in local communities. Up to date, the BasicNeeds' approach has had an impact on more than 600,000 primary (mentally ill, caregivers) and secondary (other family members) beneficiaries. BasicNeeds has enabled 94% of mentally ill people in its programme to access treatment, of which 70% report reduced symptoms.



#### **Chetna Vijay Sinha, Mann Deshi Foundation & Mann Deshi Bank, India**

The Mann Deshi Bank was founded as India's first rural cooperative bank in 1997. Its membership is 100% composed of semi-literate and illiterate poor rural women with an average income of less than \$1.50 per day. The Bank has served over 185,000 clients and has helped over 10,000 rural women gain ownership of property. By 2020, Mann Deshi aspires to launch one million rural women entrepreneurs through partnerships with social enterprises and mainline financial institutions in India.



#### **Anne Githuku-Shongwe, Afroes Transformational Games, South Africa**

African youth present an interesting paradox to the continent's future: the mobile revolution has created massive potential to inform, connect, and educate youth; on the other hand, these 400 million youth are disempowered, jobless and considered a threat to the stability of countries or a burden to states. Afroes is utilizing interactive mobile learning strategies to teach youth about entrepreneurship and leadership, and to empower them as citizens to address their countries' challenges.



#### **Ashifi Gogo, Sproxil, Kenya**

Sproxil has developed a Mobile Product Authentication™ (MPA™) solution that enables consumers to verify the pharmaceutical product they are buying is genuine. Consumers use a scratch card, similar to those used to replenish cellular talk-time, to reveal a one-time-use code on pharmaceutical products. Sproxil has set up Africa's first national, mobile-based anti-counterfeit service in Nigeria and has already sold more than 250 million anti-counterfeit labels.



#### **Essma Ben Hamida, Enda inter-arabe, Tunisia**

Enda inter-arabe is the first and only best-practice microfinance institution in Tunisia. With a staff of 750 working in 60 branches, Enda serves 140,000 clients with a US\$48 million loan portfolio and a repayment rate above 99%. In addition to issuing traditional lines of credit, Enda has developed specialized products including education, housing and agriculture loans, and provides business development services such as financial literacy classes, vocational training, marketing and workplace guidance.

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#### **Njideka Harry, Youth for Technology Foundation (YTF), Nigeria**

Since 2001, YTF has worked in regions of Africa plagued by poverty and pervasive unemployment, especially among youth and women. YTF Academy provides beneficiaries with life skills and resources to join the economic mainstream. Since inception, 40% of YTF Academy graduates have been employed by local companies in YTF's partner network, and are being paid three times the average salary.



#### **Asher Hasan, Naya Jeevan, Pakistan**

Naya Jeevan partners with major insurance providers to offer catastrophe health insurance to low-income workers making less than USD \$6 per day. This population includes drivers, nannies, cooks, waiters, and security guards, who can be insured at USD 2.50 per month per adult with a yearly coverage limit of approximately USD 1780. Naya Jeevan also packages the insurance with a variety of high-touch value added services, such as annual medical checks, preventative care workshops, as well as access to a 24-hour medical care and claims assistance hotline.



#### **Tony Kalm, One Acre Fund, Burundi, Kenya, Rwanda**

Rural farmers make up 75% of the global poor. Since 2006, One Acre Fund has developed an innovative, market-based approach that enables any poor farmer to double farm profits in one planting season. In Africa, One Acre Fund provides a unique "market bundle" brings a functioning value chain directly to rural farmers, and includes: 1) high-quality seed and fertilizer, 2) financing, 3) weekly farm training, and 4) post-harvest and market support. Since 2006, One Acre Fund has used this combination of services to enable farmers to permanently transform their livelihoods – from poverty to profit-generation.



#### **Ann Cotton, Camfed, Tanzania, Zambia, Zimbabwe**

Camfed is an international organization dedicated to eradicating poverty in Africa through the education of girls and the empowerment of young women. Camfed has successfully challenged the conventional wisdom that cultural resistance is at the heart of girls' exclusion from education in rural Africa, proving instead that chronic poverty is the main barrier. Since 1993, Camfed has pioneered a holistic and grassroots approach to advancing opportunities for girls and young women in order to guarantee a model that is locally-inspired and owned.



#### **Rajiv Khandelwal , Aajeevika Bureau, India**

There are 150 million seasonal migrant laborers in India devoid of citizenship entitlements. All Aajeevika clients are unskilled and semi-skilled men and women with annual family incomes of less than INR 36,000 (US \$800). They are typically unviable for self-help groups or microfinance loans due to their migratory status. Aajeevika Bureau offers rural seasonal migrants photo identity and financial services, skills training, and legal aid. Aajeevika Bureau has issued over 50,000 identity cards to migrant workers, who have registered 50-80% growth in their incomes since accessing the organization's services

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#### **Tristan Lecomte, Pur Projet, France**

Pur Projet partners with small-scale farmers to address climate change and economic development through the implementation of agroforestry, reforestation, and forest conservation projects, integrated with the supply chains and core business of the companies which fund these programs. To date, more than 3 million trees have been planted and 300,000 hectares of virgin forest conserved, bringing environmental benefits to regions of Latin America, Africa, and Asia and economic benefits to the farmers who plant and maintain the trees.



#### **Tri Mumpuni, IBEKA, Indonesia**

IBEKA recognizes that energy access is critical for community development, so it partners with rural communities that have abundant water resources to construct micro-hydro plants to produce electricity. IBEKA works with communities to develop management plans, set tariffs, and train villagers in operation and maintenance procedures.



#### **Rosario Perez, Pro Mujer, Bolivia, Peru, Argentina, Mexico, Nicaragua**

Pro Mujer is an international microfinance and women's development organization whose mission is to provide Latin America's poorest women with the means to build livelihoods for themselves and futures for their families through microfinance, business training, and healthcare support. Pro Mujer offers loan capital for women's small-scale businesses and opportunities to save through the communal bank structure, it also provides business training and health and personal development services. Over the past 20 years, the organization has disbursed over US\$950 million in small loans averaging US\$309.



#### **Kristin Peterson, Volo Broadband, USA**

Kristin is the Co-Founder of Volo Broadband, a for-profit social enterprise enabling ISPs to deliver radically high-speed, low-cost broadband in emerging markets around the world. She is also the Co-Founder and Board Chairman of Inveno, a San Francisco-based non-profit social enterprise that has delivered broadband and sustainable computing solutions in 25+ countries impacting the lives of over 3 million people in some of the poorest and most challenging regions in the developing world.



#### **Saif Rashid, JITA, Bangladesh**

JITA empowers women and creates consumer impact on health-hygiene-energy through an innovative network of enterprises where the communities of those being failed to reach by traditional supply chain are bridged with companies such as Unilever, BATA, d.light, Grameen Danone. JITA designs and manages a network of distribution hubs system consisting of a hub manager, delivery service person and sales ladies Aparajitas ("women who never accept defeat" in Bengali), its "last mile" marketing channel of women who purchase stock from the hubs and sell it door to door to rural base of the pyramid consumers. In the first two years of its existence, JITA grew from 2500 to 7250 Aparajitas and has distribution hubs in 224 of the 450 sub-districts in Bangladesh reaching 4 million BoP consumers.

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**Elizabeth Hausler Strand, Build Change, USA**

Build Change is changing practices of home building in earthquake-prone regions to engage citizens and set in place new and lasting practices to ensure that earthquake-resistant construction becomes common. In Indonesia, China, and Haiti, the organization is influencing the adoption of improved building codes – and simple tools for its enforcement – by municipal governments across the country. So far, Build Change has trained over 12,000 engineers, builders, homeowners, and materials manufacturers worldwide, and over 70,000 people are living in safer houses because of Build Change’s work.



**Rick Aubry, New Foundry Ventures, USA**

Rubicon focuses on linking decent jobs in competitive social businesses with housing and a support system for its employees, most of whom were previously poor, homeless, and/or mentally disabled in the US. In 2009, Rubicon spun off New Foundry Ventures to incubate and build new social enterprises that are financially sustainable. By creating jobs and building social businesses that provide good financial credit, greater access to healthy foods, and increased energy efficiency for low-income communities, New Foundry Ventures provides systemic solutions to disenfranchised communities in the US.



**Patrick Awuah, Ashesi University, Ghana**

Ashesi was founded to address Africa’s biggest roadblocks to progress: the need for ethical leadership and innovative thinking. Ashesi University College is a secular, private, non-profit liberal arts college located in Ghana, West Africa. Ashesi aims to make a significant contribution towards a renaissance in Africa by educating a new generation of ethical, entrepreneurial leaders. Ashesi’s unique curriculum combines a rigorous liberal arts core with practical, high-impact majors in business, computer science, and MIS, and a 4-year focus on leadership development and community service. To date, 100% of Ashesi’s graduates have found quality placement within a few months of graduating and over 95% have stayed to work for progress in Africa.



**Frank Beadle, mothers2mothers, South Africa**

Mothers2mothers provides education, mentoring and support to HIV-positive pregnant women and new mothers, focusing on preventing transmission of HIV from mother to child and teaching women to improve their health and the health of their babies. Its Mentor Mothers programme hires and trains new mothers living with HIV to inspire, mentor and counsel pregnant women diagnosed with HIV. Mothers2mothers is an international organization with nearly 700 sites in eight countries. It employs over 1,700 HIV-positive mothers who conduct over 200,000 client visits every month.



**Gisela Bernardes Solymos, CREN Centro de Recuperação e Educação Nutricional, Brazil**

CREN has pioneered new methods for tackling the widespread malnutrition and under-nutrition problem, first in Sao Paulo, and now throughout Brazil, parts of Latin America and Africa. By first transforming the manner in which malnutrition is measured among young children, CREN has received methodological support from Unifesp (Federal University of São Paulo) and the municipal governments where they operate.