

A SANTA CLARA UNIVERSITY CENTER OF DISTINCTION

2017 Annual Report



Miller Center
for Social Entrepreneurship

TRANSFORMATIVE

adjective

Inspiring change or causing a shift in viewpoint

Social Entrepreneurship: a Transformative Path to Integral Human Development

At Miller Center, we believe that social entrepreneurship effects profound change, disrupts unjust social equilibria, and has the potential to be a driving force in attaining the United Nations Sustainable Development Goals. When social entrepreneurs thrive in our Global Social Benefit Institute (GSBI®), when our Global Social Benefit Fellows engage in action research with these entrepreneurs, and when GSBI Mentors emerge with new insights, the results are transformative.

On our journey, we've discovered that everyone who accompanies us can be transformed. Through service to others, we find purpose. Miller Center unites the world's most entrepreneurial ecosystem with the Jesuit tradition of serving the poor and protecting the planet.

SUSTAINABLE DEVELOPMENT GOALS



The United Nations' 17 Sustainable Development Goals are a "global to-do list" to end poverty worldwide and to protect the future of our planet.



Letter from Jeff and Karen Miller

Transformative experiences are those that effect change at a fundamental level.

When we became involved with Miller Center, it was our desire to foster transformative social change for people around the planet to help end poverty. What we had not foreseen at the time was how our firsthand experiences would have such a great impact on each of us on such a deeply personal level.

In February we had the opportunity for another visit with social entrepreneurs in the field. On this trip we visited eight graduates from Miller Center Global Social Benefit Institute (GSBI®) programs and their unique projects in Uganda, Kenya, and Rwanda:

- All Across Africa—a fair-trade collective for artisans
- Bana—a franchise-based maker and distributor of low-cost sanitary pads manufactured from agricultural waste materials
- Jacaranda Health—an operator of private maternity clinics in peri-urban areas of East Africa
- Jibu—a clean-water initiative
- Livelyhoods—an enterprise that creates livelihood opportunities for youth and women in urban slums
- Nucafe—a coffee farmers' collective
- Nurture Africa—a healthcare and education organization for orphans and other vulnerable children
- Potential Energy—a clean cookstoves and renewal foods enterprise

We were profoundly inspired by the work of these GSBI graduates, who are having major impacts on their local communities. They are making real progress toward implementing their business plans and scaling their enterprises, realizing goals established through their participation in GSBI. In one visit after another, it was striking how creatively they are using partnerships—both local and global—to propel themselves, and the people they serve, forward.

What transforms you? We invite you to engage with Miller Center to make a difference and to experience your own personal transformation.



Karen Miller

Karen Miller
Benefactor

Jeff Miller

Jeff Miller
Benefactor, Advisory Board
Chair, and Trustee

All Across Africa

Vision for the Future

GSBI 2016 Alumnus



All Across Africa (AAA) is an innovative fair-trade enterprise that sources distinctive home décor and jewelry from rural artisans across the African continent. Its mission is to create jobs and markets to alleviate poverty in Africa. With artisans in Burundi, Ghana, Kenya, Rwanda, and Uganda, AAA employs more than 3,000 weavers and sells products to Amazon, Costco, and Target. Two Global Social Benefit Fellows are conducting social impact research in Rwanda this year for AAA.

Each one of AAA's products tells the story of its weaver. Clementine is 19 years old and lives in Rwanda. Her cooperative began in 2011 as a classroom. AAA provided sewing machines, materials, and an instructor to train Clementine and women like her. Since graduation, Clementine has transformed into a businessperson. Her cooperative is aptly named Vision for the Future.

Of the social enterprises I have mentored, I am most proud of the work and leadership of Alicia Wallace (Chief Operating Officer) and Greg Stone (Chief Executive Officer). They are a great team, continuing to innovate as they grow and scale AAA, creating a real and tangible impact on the lives of the people and communities they serve.

Juli Betwee
GSBI Mentor

GSBI has provided immeasurable value to our growing organization. The urgency for results combined with the skill, support, and talent offered from the mentors is unmatched. The best part? The overall authentic challenge to be bigger and better for the world comes from the same place (GSBI) that has the tools to be really successful at that challenge.

Alicia Wallace
Co-Founding Partner and Chief Operating Officer,
All Across Africa



▶ Weaving cooperatives enable dignified livelihoods for rural women.

Ayzh

Making Neonatal Care Accessible in Partnership with GE

GSBI healthymagination 2017 Alumnum



Ayzh Health and Livelihood exemplifies transformative, practical medical care for women and children. Zubaida Bai and Habib Anwar are co-founders of this India-based social enterprise, which provides clean birth kits to under-resourced clinics to support newborn health in the first 48 hours of life. Since 2010, Ayzh has sold about 60,000 clean birth kits in India and Africa for \$2 to \$5 each. The portable kits ensure a sterile birth environment anywhere. Ayzh products are made by women from the communities for which they are designed.

Ayzh participated in the first Miller Center and GE Ventures healthymagination Mother & Child program, receiving executive mentorship through a structured curriculum to help scale its impact.

In Ayzh I see a practical approach to women's health issues while empowering them with livelihood projects. Zubaida and her team are relentless in their pursuit to raise social awareness globally. After our interaction in the GSBI, it is a pleasure to follow the journey Ayzh has embarked on in making neonatal care accessible to the underprivileged.

Sundar Ramamurthy, PhD
GSBI Mentor

The GE and Miller Center collaboration takes an innovative and highly practical approach to solving some of Africa's greatest health challenges by providing social entrepreneurs with the skills and resources they need to expand the positive impact of their innovations. We are honored to be part of this initiative and create a lasting impact on healthcare in Africa.

Sue Siegel
Chief Executive Officer,
GE Ventures and healthymagination



▶ A healthy future begins with a safe birth for mother and child.



Farmerline

Improving the Lives of
Smallholder Farmers



GSBI 2016 Alumnus

Farmerline's mission is to transform millions of farmers into empowered entrepreneurs. Working in Cameroon, Ghana, Malawi, Nigeria, and Sierra Leone, Farmerline increases smallholder farmers' access to mobile and web technologies to provide farming advice, weather forecasts, market information, and financial tips.

In Ghana small holder farmers account for about 80% of domestic food production, with an average farm size of about 1.2 hectares (about two acres). Farmerline has already reached over 200,000 farmers, who in one season increased their incomes by 55.6%.

Working for Farmerline as a Global Social Benefit Fellow is very inspiring. Every member of the team constantly innovates and learns, motivated by the impact on the lives of farmers. Being surrounded by groups of passionate people at Farmerline and Miller Center has taught me that the power to create change comes from loving your work and believing in its purpose.

Marisa Rudolph
2017 Fellow

At GSBI we had to work hard. The mentors pushed us and provided precise feedback. It helped us clearly articulate our mission to business clients and to investors to be more successful. Plus, having student Fellows work with us in Ghana is incredible, they give 110% every day.

Alloysius Attah
Chief Executive Officer, Farmerline



▶ Smallholder farmers increase their incomes through Farmerline's mobile applications.

Nazava Water Filters

Water Is Life

GSBI 2012 Alumnus



Six out of every 1,000 children below the age of five in Indonesia die every year of waterborne diseases. Nazava Water Filters is a for-profit social enterprise based in Bandung and Banda Aceh, Indonesia, co-founded by Lisa Heederik following the catastrophic 2004 earthquakes and tsunami. Nazava's mission is to provide safe and affordable water filters in Indonesia.

Winner of the Tech Awards Health category in 2013, Nazava has provided more than 250,000 people with access to safe drinking water in over 50 communities in Indonesia. A network of resellers, 61% of whom are women, earn dignified livelihoods while providing their communities access to safe drinking water.

Miller Center has been instrumental in the success of our social venture. The "boot camp MBA" of Miller Center's GSBI was pivotal in making a more mature business plan that helped us acquire our seed investment. Our Miller Center mentor was invaluable in addressing the many consumer insights that continue to help our business.

Lisa Heederik
Founder and Chief Executive Officer,
Nazava Water Filters

While I was in Indonesia, it was incredible to see the hope that so many families place in Nazava water filters to improve their daily lives and bring them affordable clean water. This hope for positive change is central to the whole social entrepreneurship movement. As a Global Social Benefit Fellow, I am so grateful to have witnessed it firsthand and to have gained a deeper understanding of how my education could be applied to address some of the world's most pressing issues.

Meghan Carlsen
2016 Fellow

- ▶ Safe water is essential yet hard to come by in Indonesia. Nazava is changing that.



ONergy Solar

Last-Mile Energy Access

GSBI 2011 and GSBI USAID Clean Energy Access 2017 Alumnus



ONergy Solar provides last-mile energy distribution solutions to rural India. Established in 2009, ONergy has created a network of Renewable Energy Centers (RECs) that reach remote areas with no access to power grids. The RECs manage the entire distribution process, providing awareness, training, servicing, and financing options to beneficiaries—once a missing link in rural markets. ONergy’s founders believe that local people are more culturally sensitive to the needs of their communities and leverage their own social networks to create stronger distribution channels.

ONergy has transformed more than 2.5 million lives by providing solar solutions such as lanterns, home systems, water-heating systems, solar inverters, street lighting, and cookstoves.

The enthusiasm, skills, and creativity of Santa Clara University students are valuable resources to combine with knowledgeable and passionate social entrepreneurs who are innovating to make lives better in the poorest regions of the world.

Michael Kevane, PhD

Associate Professor, Department of Economics
Leavey School of Business Santa Clara University
GSBF Mentor

I learned how to make important decisions with little information available to me and how to make connections with people who grew up on the other side of the world.

Erika Francks

2016 Fellow, 2017 SCU Valedictorian



▶ Erika Francks working in the field with beneficiaries of ONergy.

Solar Sister

Illuminating Rural Africa

GSBI 2011 Alumnus



Solar Sister, a social enterprise operating in Nigeria, Tanzania, and Uganda, is dedicated to eradicating energy poverty through the economic empowerment of women. Solar lanterns offer affordable, high-quality lighting in rural households as an alternative to candles and kerosene lamps. The benefits of solar lanterns are more far-reaching than light: they improve education, health, and incomes and provide women with a sense of agency. Solar Sister cultivates last-mile sales networks based on trust among women.

Esiankiki is a 50-year-old Maasai woman from a rural Tanzanian village without electricity. She never attended school, lives in a mud house, and supports her family of 10 by selling milk, handmade jewelry, tea leaves, and sugar. Esiankiki recently purchased a solar lantern, which provides brighter light, allows her to stop buying kerosene, and saves her a three-hour walk to purchase fuel. The time she spends milking her cows has consequently tripled, helping her rise from break-even income to a \$7 weekly profit.

It was inspiring to work with Katherine Lucey and to offer practical advice on scaling Solar Sister. Leveraging women's networks to distribute solar lamps benefits their families, their communities, and the planet.

Barbara Adey
GSBI Mentor

Social entrepreneurship is proof that innovative entrepreneurial strategies can create more inclusive, accessible economic opportunities in the most marginalized and underserved communities. These strategies overcome certain systemic obstacles in the developing world that policy change cannot. Social entrepreneurship has transformed the way I approach problem solving.

Lindsey Allen
2015 Fellow, 2016-2017 Fulbright Scholar



▶ Solar Sisters are empowered women who bring clean energy to their communities.

Our Impact Is Always Growing

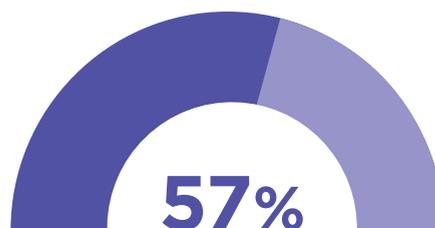
Our Impact



Miller Center Prepares Social Enterprises to Scale



Raised investment within six months¹

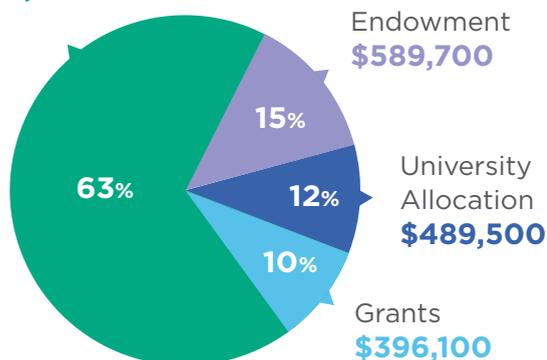


Average annual growth of social impact¹

Fiscal Year 2016-2017 Budget - \$4,044,500

Sources

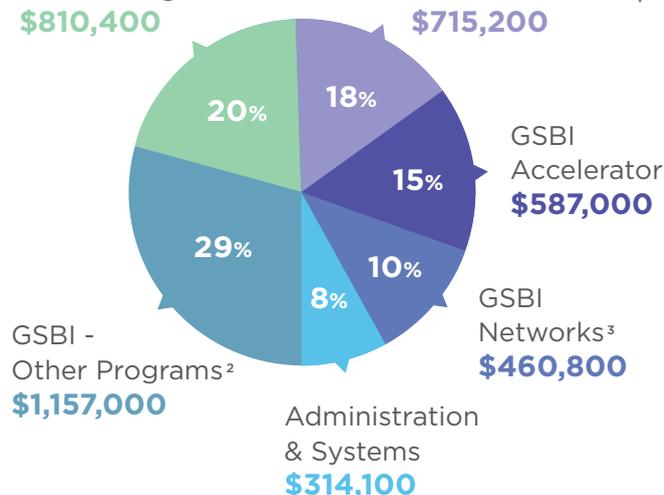
Gifts
\$2,569,200



Uses

Fundraising & Marketing
\$810,400

Global Social Benefit Fellowship
\$715,200



¹ Per surveys of 2016 GSBI Accelerator graduates

² GSBI - Other Programs include: Online, GE, Clean Energy Access, Replication

³ GSBI Networks include: GSBI Network, Boosts, Jesuit-in-Residence, Alumni, Program Development

Common Stock in Humanity and Our Planet

Transformation is a recurrent theme in my life. From a tumultuous childhood to the catalytic chemical reactions of my undergraduate education, for me *transformation* has multiple meanings and dimensions both personally and professionally.

Like many friends and colleagues, my scientific training was motivated by a common purpose: a better world through discovery and innovation. That theme resonates powerfully with Santa Clara University's ambitious vision for a new science, technology, engineering, and mathematics (STEM) campus that will house Miller Center in coming years.

My 17 years of building and leading pioneering biotechnology firms revealed in the private sector the profound power of combining entrepreneurship with innovation. It was an honor to lead many passionate teams committed to changing the world through science and technology.

What brought me to Santa Clara seven years ago was the realization that transformation of ideas into products and services could do much more than maximize shareholder value. Miller Center accelerates social entrepreneurs whose intention is to maximize impact.

Unimpeachable scientific data confirm that anthropogenic emissions are fueling catastrophic global warming. Human-driven climate change has the greatest negative impact on the global poor, who are least responsible for the degradation of our global ecosystems. Women bear the brunt of these negative impacts, as they are generally responsible for the water, energy, food, and fuel budgets of their households, as well as the health and education of their families. All of these foundations of stable societies and dignified living are compromised by climate change.

Each person holds the same amount of common stock in humanity and our planet. Now more than ever, we need the power of social entrepreneurship to transform unjust equilibria to more just ones. Social entrepreneurship is transforming the global landscape; we are all disruptors of the status quo, ushering in new equilibria for social justice.

Jeff and Karen Miller's gracious letter is testament to the transformative power of engaging fully in giving. We hope you'll continue to accompany us on our ambitious and amazing journey to end poverty and protect the Earth through the transformative potential of social entrepreneurship.



Thane Kreiner, PhD
Executive Director
Howard and Alida Charney
University Professor
Santa Clara University



JOIN US

Accompany Miller Center as we accelerate entrepreneurship to end global poverty and protect the planet. Our work depends on your generosity.

Miller Center for Social Entrepreneurship is the largest and most successful university-based social enterprise accelerator in the world. Founded in 1997, Miller Center is one of three Centers of Distinction at Santa Clara University and is located in the heart of the world's most entrepreneurial ecosystem. We leverage the entrepreneurial spirit and innovative ethos of Silicon Valley and underpin it with the Jesuit heritage of service to the poor and protection of the planet.

Thank You to Our Partners!



THANK YOU

Thank you to our over 200 GSBI Mentors for their wisdom and accompaniment.



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