

A SANTA CLARA UNIVERSITY CENTER OF DISTINCTION

2015 Annual Report

Accelerating Global Impact



Miller Center
for Social Entrepreneurship

Acting Now to Impact 1 Billion Lives



Today's instant media makes it hard to ignore the harms done by an unjust social equilibrium: contaminated water, disease, polluted air, lack of education, and unemployment. These basic needs are what create a stable society, which affects us all, no matter which continent we call home.

New generations are growing up today with deep interests in sustainable entrepreneurial solutions to global problems and less interest in traditional aid-based philanthropy. Investment in the Miller Center for Social Entrepreneurship was our opportunity to engage students and help entrepreneurs in ways that reinforce the power of sustainable problem solving.

The Miller Center offers a unique curriculum that develops professionals with integrity and values that shape and drive character. If we set these compassionate, trained, and focused individuals loose on the world now, their impact can be profound and immediate.

Under Thane Kreiner's passionate leadership and momentum, the Miller Center can and will impact 1 billion lives by 2020. Our personal investment is a testament to that vetted and confident belief. The global need is NOW. The Miller Center for Social Entrepreneurship is acting NOW. And, the certainty for us to act NOW was clear and unavoidable.

Handwritten signatures of Karen Miller and Jeff Miller. The signatures are in white ink on a blue background.

Karen and Jeff Miller

Benefactors; Advisory Board Chair and Trustee (Jeff Miller)
Santa Clara University

Accelerating Global Impact

More than 4 billion people live without adequate food, clean water, modern energy, education, healthcare, or dignified jobs. In Pope Francis's recent encyclical, *Laudato Si*, he emphasizes the "intimate relationship between the poor and the fragility of the planet" and clearly articulates why we need to address this integral bond as a matter of morality.

The Miller Center for Social Entrepreneurship is located in Silicon Valley at Santa Clara University (SCU). Consistent with Santa Clara's Jesuit tradition, the Miller Center believes that social entrepreneurship provides a path out of poverty, creates livelihoods, and restores human dignity. We accelerate global, innovation-based social entrepreneurship in service to humanity through our three areas of work: the Global Social Benefit Institute (GSBI®), Impact Capital, and Education and Action Research.

As we reflect on the accomplishments of last year and anticipate the next, our focus is *Accelerating Global Impact*.

Our GSBI programs connect social entrepreneurs focused on poverty eradication with Silicon Valley start-up acumen. More than 380—and counting—social enterprises have completed GSBI programs; 34% of the participants have been women, and more than 50% are working on climate resilience solutions. **We accelerate social change.**

Our Impact Capital team innovates new investment vehicles for social enterprises. The demand dividend is one such financial success, illustrated in the Iluméxico story. **We provide new paths of funding for social enterprises.**

Our Education and Action Research department engages students with social enterprises that have completed the GSBI programs. One of our Global Social Benefit Fellows is now a Fulbright Scholar working on last-mile distribution of essential goods to villages in Uganda. **We develop future change leaders.**

We are going to reach our goal of positively impacting 1 billion lives through the GSBI Network. The GSBI Network is a global web of 26 Jesuit institutions, accelerators, and other mission-aligned organizations. We are exponentially increasing our reach by sharing our GSBI methodology to help GSBI Network members build strong, sustainable enterprises, and increase their social and environmental impacts.

As Pope Francis stated, "A solution demands an integrated approach to combating poverty, restoring dignity to the excluded, and protecting nature." We embrace this challenge as we endeavor to develop a global network, with global values, to catalyze global changes.



Thane Kreiner, PhD

Executive Director

Howard & Alida Charney University Professor
Santa Clara University

"We must regain the conviction that we need one another, that we have a shared responsibility for others and the world, and that being good and decent are worth it."

—Pope Francis

Combining Silicon Valley Innovation and Entrepreneurship with the Jesuit Tradition of Serving the Poor



GSBI®

Global Social Benefit Institute. The GSBI helps social enterprises grow through a business model-centric methodology, a suite of online and in-person programs, and a network of partners. Our programs are matched to the stage of the social enterprises—early, mid, and late stages—and we pair social entrepreneurs with Silicon Valley mentors who help their enterprises become financially sustainable and investment ready.

The GSBI distinguishes itself from other accelerators through the quality and depth of its mentoring. Our GSBI mentors work weekly, side by side with social entrepreneurs, for up to 10 months developing in-depth and long-term relationships.



Impact Capital

Impact Capital. The success of social enterprises depends on investment capital that scales the enterprise and its outcomes. Impact Capital engages the impact investment community to unlock capital in support of social enterprises in two ways:

- Creating thought leadership and educating social entrepreneurs, impact investors, and students
- Developing financial inclusion vehicles, such as the demand dividend and variable payment option



Global Social Benefit Fellowship

Education and Action Research. The Miller Center's Education and Action Research department is home to the Global Social Benefit Fellowship. The Fellowship brings together Santa Clara University undergraduates from many disciplines—business, engineering, environmental studies, communications, and others—and sends them to work around the world with social enterprises that have come through the GSBI. Students first learn the theories of global development and social entrepreneurship and then apply them by working on the ground, alongside social entrepreneurs, to add real value to the social enterprises. It is a unique and life-changing experience.

A photograph of a man and two children sitting on a wooden slatted bench. They are looking at an open book. Two solar lamps, which are small green plastic bowls with a glowing white light inside, are placed on the bench. The man is pointing at the book. The children are also looking at the book. The background is dark and appears to be an indoor setting with some items hanging on the wall.

“The GSBI has been a valuable partner to the Draper Richards Kaplan (DRK) Foundation. Many of our DRK entrepreneurs—Solar Sister, Kiva.org, Build Change, and VisionSpring—developed their business plans with the GSBI. The GSBI’s focus on the business model, unit economics, and market orientation clearly helped these organizations refine their plans and accelerated their growth to achieve more impact. The GSBI is a fabulous program and one we recommend to early-stage social entrepreneurs.”

—Christy Remey Chin
Managing Director,
Draper Richards Kaplan
Foundation

Partnering for Global Impact

Positively impacting the lives of 1 billion people by 2020 is an audacious goal that is not possible on our own. Our outstanding network of partners enables our work and amplifies our global impact.

eBay Foundation and the Miller Center for Social Entrepreneurship have partnered with a clear purpose: to help social entrepreneurs build strong organizations and scale their impact.

In 2014 we created a custom GSBI Online cohort to improve job creation within the BRIC countries—Brazil, Russia, India, and China. Sixteen ventures employed different strategies—including improving job creation, micro-enterprise support, health, water sanitation, agricultural support, and financial access—to advance their enterprises.

With eBay Foundation’s support, the GSBI focused for the first time on social entrepreneurs in the Bay Area. The local GSBI Boost workshop included two days of training and networking to 11 local social entrepreneurs, helping them with impact, growth, and long-term financial sustainability.

eBay Foundation is now funding our latest initiative, the GSBI Xchange™ program. In phase one, seven GSBI Network members from around the world traveled to Santa Clara University to learn and adapt the GSBI methodology to their own local context.

In phase two, the GSBI team is providing in-country support to help network members run their own three-day workshops for an audience of local social enterprises. The seven-city worldwide tour starts in Tel Aviv, Israel, and ends in Brazil.



The **Global Alliance for Clean Cookstoves** (GACC) and the GSBI have partnered to support clean cookstove entrepreneurs. With the support of the GACC, we have proved the success of the GSBI Boost program—intensive three-day workshops for early-stage entrepreneurs—in Bangladesh, China, Ghana, Kenya, and Uganda.

“It is our pleasure to support the work under way at the [Miller Center for Social Entrepreneurship]. The GSBI curriculum and mentors have consistently impressed our entrepreneurs, and Santa Clara’s staff has proven its ability to collaborate quickly and responsively to address the needs of our organization.”

—**Leslie Cordes**
Senior Director of Strategic Partnerships, GACC



“We are extremely pleased to support the Miller Center for Social Entrepreneurship in these efforts and to help scale the impact of social enterprises that improve livelihoods across the globe. We have worked with the GSBF since 2013; partnering with them on this program allows us to jointly build a network of change and make a larger impact around the world.”

—Amy Millington
President,
eBay Foundation

Accelerating Global Impact

As we look forward, our work will focus on three strategic initiatives.



Climate Resilience: Responding to Global Climate Change Now

Addressing the impact of climate change is one of the defining challenges of our time. While it is a global threat, the world's poor and most vulnerable are bearing the brunt of these changes.

The Miller Center Climate Resilience initiative focuses on advancing social enterprises that are helping communities adapt to the damaging effects of climate disruption that are already under way. Approximately half of the social enterprises we work with are developing solutions for climate resilience, including:

- Renewable, distributed energy solutions
- Sustainable agriculture
- Clean water provision
- Healthcare for the poor

Our other strategies supporting the Climate Resilience initiative include leveraging existing and potential collaborations with external partners and creating custom, tailored GSBI programs to accelerate enterprises focused on climate change mitigation.



“The Fellowship also helped me realize that the world is a much smaller place than I could have ever imagined. After meeting a woman in Campeche who had visited her sister an hour away from my hometown and running into a trolley driver in Oaxaca who had worked on a landscaping project at Santa Clara University, I became convinced that all peoples of the world are connected. So if we are all intertwined in some way, my actions affect the lives of others on the other side of the globe.”

—Alex Cabral
SCU Student and 2015 Global Social Benefit Fellow



Women Rising: Advancing Women Entrepreneurs Now



The World Food Program has found that when girls and women earn income, they reinvest 90% of it in their families and communities. They buy books, medicine, bed nets, and other essential goods and services.

There is no development strategy more beneficial to society as a whole—women and men alike—than one that involves women as central players. The Miller Center advances women worldwide in two ways:

- Developing strong pipelines of investment-ready, women-led social enterprises
- Helping social enterprises better serve women and girls



Social Impact Assessment: Answering the Challenge of Measuring Impact

How do you measure and report the impact of a social enterprise or even the success of the Miller Center? It's challenging:

- There are many different forms of impact.
- It may take a long time for a social entrepreneur to generate social impact.
- The standards for measuring social impact are not well established or broadly adopted. We need evidence of impact, but that evidence may not be chiefly quantitative.

The activities of all three departments in the Miller Center are integrated into a collective effort to engage educators, social scientists, social entrepreneurs, and partners to bring their expertise to bear on the issue of social impact assessment.

Iluméxico: A Climate Resilience Social Enterprise

Iluméxico provides off-grid communities in Mexico with sustainable, climate-friendly, solar-powered energy. This social enterprise has benefited from all of the Miller Center departments.

Manuel Wiechers, Iluméxico's co-founder and director, participated in the GSBI Accelerator and believes his participation laid the foundation for his company's impressive future growth.

After the conclusion of the GSBI Accelerator program, Iluméxico welcomed two Global Social Benefit Fellows, Kiara Machuca and Alex Cabral, both first-generation college students. While working with Iluméxico, the students captured customer satisfaction data, and when they returned, Kiara and Alex collaborated with their classmate, Kaci McCartan, who designed a prototype of a portable solar-powered cooler to keep food from spoiling during transport to and from rural markets.

Also, Manuel and team worked with the Miller Center's Impact Capital department to secure a demand dividend financial investment from GDF Suez, providing working capital to scale up its operations.

“When we went through the GSBI, we hadn't even opened one Ilucentro [energy distribution center]; now we've opened four Ilucentros and are in the process of opening the fifth. Next year we plan to open ten more, depending on investment. Iluméxico has installed more than 2,000 solar panels in rural Mexico that have had a profound impact on over 3,300 families. We will be able to set up the structure and operations to expand across Latin America. In five years we want to reach 50,000 families.”

—Manuel Wiechers
Co-founder and CEO,
Iluméxico





Solar Sister: A Women Rising Social Enterprise

Solar Sister eradicates energy poverty in sub-Saharan Africa by empowering women to be entrepreneurs. It is a women-run, direct-sales network that distributes to communities clean energy technology such as solar lights, solar phone chargers, and clean cookstoves.

Solar Sister participated in the GSBI program in 2011. Since then Solar Sister has hosted 10 Global Social Benefit Fellows, who have worked on such projects as assessing social impact and creating promotional videos.

What sets Solar Sister apart from other solar energy distributors is its direct sales distribution model. Solar Sister enlists the aid of existing networks of women to find potential entrepreneurs. These new entrepreneurs sell clean energy products through their social networks, friends, families, and others in their communities. Since 2009 Solar Sister has built a network of more than 1,200 entrepreneurs, benefiting more than 200,000 people in Nigeria, Tanzania, and Uganda.

“Solar Sister entrepreneurs reveal to us the resilience and innovative characteristics that make them the successful entrepreneurs they are within their communities. Like *alizeti*, “sunflowers” in Swahili, they turn toward the sun—toward safe, clean solar energy—and they work to spread solar and clean technologies throughout their communities.”

—Serena Chan

SCU Student and 2015 Global Social Benefit Fellow

Testimonials



“Thank you to the Global Social Benefit Fellows for your enthusiasm, engagement, and graciousness in sharing your thoughts and ideas. We benefit from the brilliant, exuberant, and breathtaking Santa Clara University students who forward our work. The team gave us good feedback on our market assessments, promotional materials, and mobile app development.”

—Richard Bbaale
Founder, BanaPads



“Thank you, my wonderful friends and fellow travelers [at the Miller Center]. Your entrepreneurial leadership has done so much for so many over the years, and like all great social entrepreneurs, you are just getting started. In true Silicon Valley style, you set your sights on a 10x multiple, aiming to hit 1 billion lives by 2020. That’s my kind of ambition.”

—Sally Osberg
President and CEO,
Skoll Foundation





“I am extremely satisfied with the [GSBI] curriculum. It was very hands-on and practical, and a great return on my time invested. It is rare to find a program that provides such great advice from high-level mentors and helpful deliverables. I never once felt I was wasting my time, everything had a purpose. I was constantly learning.”

—Audra Renyi
Founder, World Wide Hearing

Miller Center Results

From 2003 to July 2015: 394 Social Enterprises served in 63 countries

2014 GSBI Overview

144 Social entrepreneurs served

34% Women entrepreneurs

85% GSBI Accelerator participants received funding within 6 months

87 Executive mentors

GSBI Methodology white paper published

9 GSBI Boost workshops held:

Kenya—July, 2014

Bangladesh—Aug, 2014

USA—Sept, 2014

Ghana—Oct, 2014

Uganda—Oct, 2014

China—Nov, 2014

USA—Jan, 2015

Nicaragua—Mar, 2015

Philippines—June, 2015

2014 GSBI Network Overview

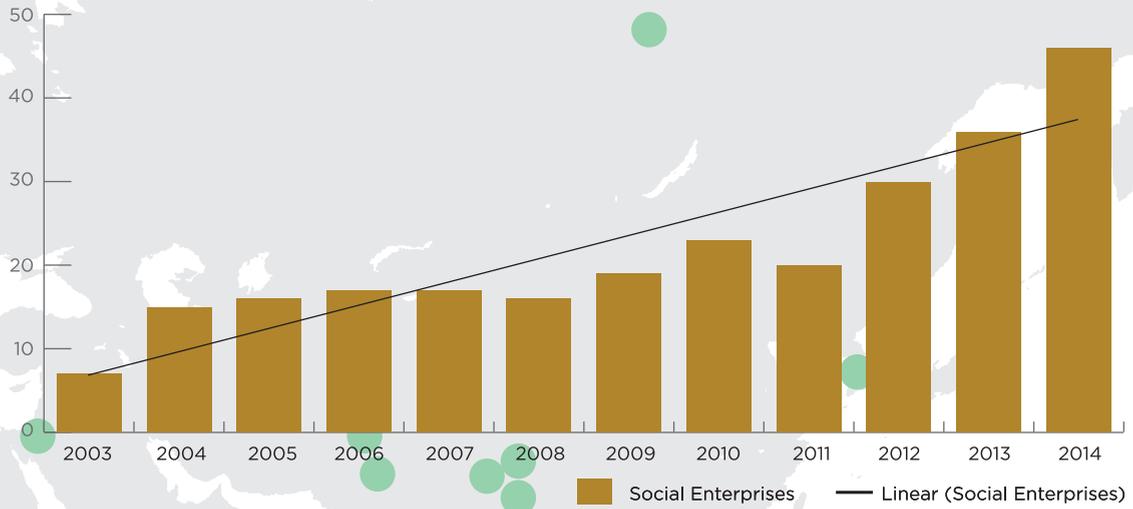
26 GSBI Network partners

17 Countries served

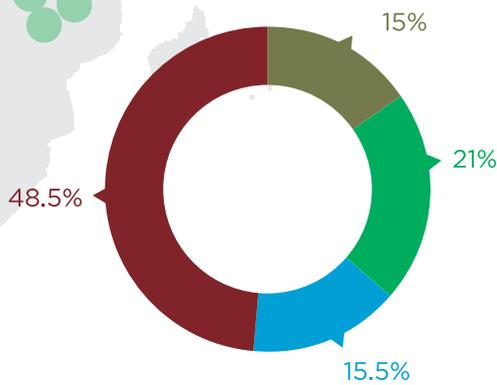
2,332 Social enterprises provided with capacity building

Growth of Social Enterprises

GSBI Programs (Excluding GSBI Boost)

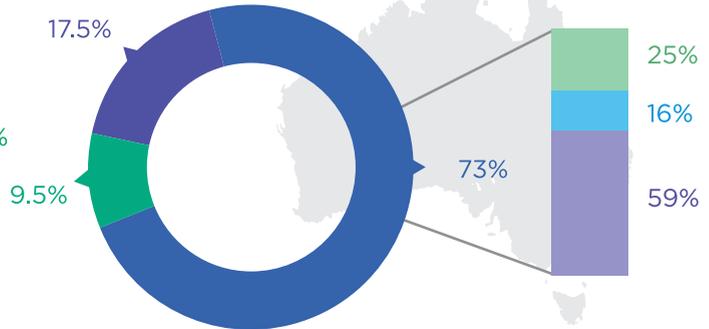


Fiscal Year 2014-2015



Revenue \$2,666,285

- University funding \$560,000
- Gifts \$1,289,450
- Grants \$416,305
- Endowment \$400,530



Expenses \$2,666,285

- Administrative \$253,949
- Fundraising \$467,526
- Programs \$1,944,810
- GSBI
- Impact Capital
- Education

Get Involved

Give

All of our work depends on charitable support from people like you. You can sponsor a scholarship for a high-potential social entrepreneur or a student fellowship, or you can contribute to support all of our departments and strategic initiatives. When you support the Miller Center, your donation has an impact on those in poverty around the world. Visit www.scu.edu/MillerCenter.

Mentor

Get involved personally as a GSBI mentor. Email us at MillerCenter@scu.edu.

Thank You to Our Mentors

Our deepest thanks go to these women and men who dedicate their time and talents to serve as GSBI mentors and content leads. They are the very lifeblood of our programs and the embodiment of our mission.

Jerry Abarbanel

Alina Adams

Steve Albertolle

Derene Allen

Lynne Anderson

John Apgar

Tom Berthold

Anthony Bettencourt

Juli Betwee

Chris Bowers

Axel Bratchet

Al Bruno

Andrew Carlson

Sandhya Chari

Purnima Chawla

Johan Christiaan

Cynthia Dai

Arvind Deogirikar

Michael Duarte

George Economy

Jordan Engel

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Eric Macris

Aya Maeda

Sean McKenna

Jeff Miller

Tom Mohr

Eric Nelson

Naresh Nigam

Ken Nussbacher

John O'Keefe

Sean O'Keefe

Robert Olson

John Orcutt

Robert Owyang

Stephen Ozoigbo

Andy Paul

RL Prasad

Betsy Rafael

Preetha Ram

Sundar Ramamurthy

Francis Raquel

Dennis Reker

Bettina Rounds

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