



2013

ANNUAL REPORT

THE CENTER FOR SCIENCE,
TECHNOLOGY, AND SOCIETY



...supported us in creating the case to social investors why our organization can deliver financial, social and environmental returns in Africa.

JOHN FAY
Shared Value Africa

...transformed my life and the fellowship was the highlight of my college career.

ASHLEY ARMSTRONG
Global Social Benefit Fellow '12
Class of 2013 Valedictorian



...assisted us in putting our ideas on paper and then into action throughout our innovation process.

MANUEL WIECHERS
Illuméxico

The Center is at a unique nexus today - a University at the very center of Silicon Valley with enormous intellectual and social capital. To bring that unique position to bear on solving the problems of the world - specifically how we can improve the lives of the people at the bottom of the economic pyramid - is truly the opportunity of a lifetime. I'm honored to be involved.

BRET WATERS
CEO, Tivix & Silicon Valley Mentor

My experience with the Center has been very significant in envisioning the kind of university I want and its role in the context of Eastern Africa Society of Jesus, where leaders with an entrepreneurial mindset are highly needed.

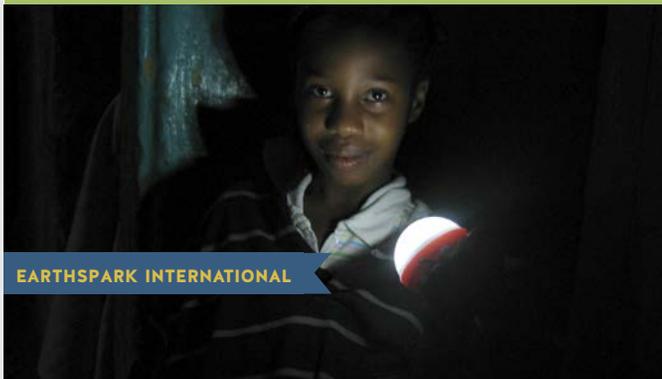
FIDELIS UDAHEMUKA
Executive Director, The Jesuit University of Eastern Africa



LIVELYHOODS

I enjoyed being an in-residence mentor at GSBI for 8 years so much that I became a local in-country mentor when I relocated to India. Being entrenched in the climate allows me to understand the challenges of the SE at a different level.

HARDIKA SHAH
Founder & CEO, Kinara Capital



EARTHSPARK INTERNATIONAL

We are inspired and encouraged by the success of the Center in helping accelerate the scaling up of social enterprises in many parts of the world. We are grateful to be able to replicate GSBI's unique brand of training and mentoring in the curriculum.

DANNY OCAMPO
Director, Ateneo Center for Social Entrepreneurship



RAGS2RICHES

The Center generously shared its knowledge and experience with us to help launch our 8-month intensive SEED program for early-stage social entrepreneurs in India, adding a global perspective to our India-specific program.

PAUL BASIL
Founder & CEO, Villgro



DRISHTEE



Our mission is to accelerate global, innovation-based entrepreneurship in service to humanity.

TO OUR STAKEHOLDERS

a snapshot of our year

The past fiscal year was one of enormous change and tremendous progress for the Center and our core programs. Forty-three social enterprises went through our flagship GSBI® programs, an increase of 57% over last year. We served entrepreneurs all over the world and are well on the way to reaching our audacious goal of impacting 1 billion lives by 2020.

We believe that as the world we serve evolves and changes, so too must our programs. With over ten years of service to the global poor, we have researched, experimented, and modified our programs to better serve social enterprises. This year represents our most ambitious adaptation to date with the launching of GSBI Online and GSBI Accelerator – daughters to the Center’s signature GSBI program. The Global Social Benefit Fellows program launched this year, and is the premier international “action research” experience for SCU undergraduates. We also received a grant from the Argidius Foundation to test an innovative impact investment instrument, the demand dividend.

Our programs work in concert with one another and with our growing network of academic, investing, discovery, and mission-aligned partners to leverage our proven paradigm for helping social enterprises alleviate poverty; broaden the engagement of future leaders with social enterprises; and facilitate appropriate investing for social impact.

Our work is made possible through the vision and contributions of the university, corporations and foundations, and people like you who believe we have the tools, the talent, and the drive to help more social entrepreneurs help more people. Thank you for your continued support of our efforts.

Thane Kreiner, PhD
Executive Director

Global Social Benefit Institute

Leveraging Silicon Valley startup acumen and expertise to eradicate poverty



In the context of rapid social enterprise ecosystem evolution, we have transformed our signature GSBI to help more social enterprises help more people living in poverty around the planet. Successful pilot tests of GSBI ONLINE demonstrated that we can deliver our proven business-model-centric capacity development to many social enterprises, and we are now ready to scale our online offerings. The GSBI NETWORK, a collaboration among

mission-aligned universities to incubate incubators, began graduating social enterprises based on the GSBI model. Our radically redesigned GSBI ACCELERATOR focuses on helping more advanced enterprises become investment-ready, addressing challenges core to scaling social impact.

Impact Capital

Discovering innovative ways to fund social benefit

In 2010, the CENTER launched a pilot program in impact capital. Our thought leadership was established with the 2011 publication of our influential COORDINATING IMPACT CAPITAL, winning us an Argidius grant to develop a new investment vehicle, the DEMAND DIVIDEND. We are currently testing this instrument in West Africa and Central America, and find that its structure resonates with the impact investing community at large. Given the positive response and unique insights afforded by our multiple GSBI pipelines, we are exploring formation of an impact investing fund.

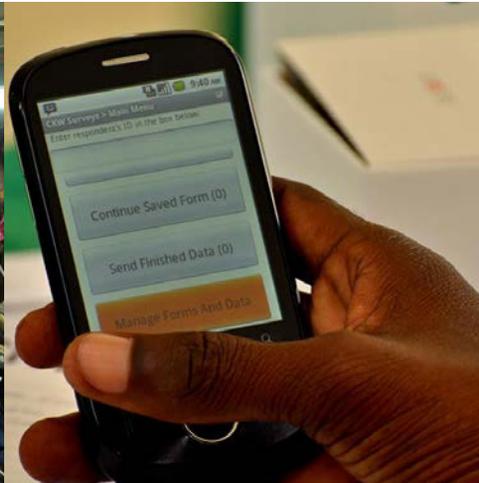
We have been following the development of the Demand Dividend as an investment vehicle that allows for a structured exit. Its variable payment feature is more reflective of the actual cash flow of many of the social enterprises we consider for funding.

JIM VILLANUEVA
Executive Director, Eleos Foundation



GOOD WORLD SOLUTIONS

gives workers around the world the opportunity to talk about their working conditions



The structure and hands-on mentorship provided by GSBI has been instrumental in paving our road to scale. Weekly calls with financial and operational experts kept us on track and helped us anticipate and be ready to answer even the toughest questions from potential investors.

HEATHER FRANZESE
Director, Good World Solutions

Education

Educating our future changemakers

As part of SANTA CLARA UNIVERSITY, we are dedicated to educating future leaders who fashion a more just, humane, and sustainable world. THE CENTER partnered with the Honors Program to offer an upper-division seminar course, Entrepreneurship for Social Justice, as well as repeating the Technology for Social Justice course we developed last fiscal year. Our groundbreaking GLOBAL SOCIAL BENEFIT FELLOWSHIP began with four interdisciplinary student teams, working on action research projects with enterprises in India, Vietnam, the Philippines, Peru, and Uganda. We have already brought in our second class of fellows. We are developing a social enterprise action research exchange as a multi-sided platform to facilitate projects of this nature across disciplines at Santa Clara as well as among other Jesuit and mission-aligned universities.

GSBF FELLOW '12

Danielle Dhanoa, on a field assignment with E Health Point in India

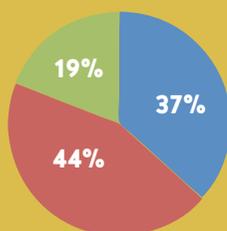


Since the launch of the Global Social Benefit Fellows program, more of our students are choosing to help humankind as a professional calling. We now have incoming freshmen aligning their course work with 'action research' opportunities in areas of social entrepreneurship.

FATHER MICHAEL ENGH, SJ
President of Santa Clara University

**FISCAL YEAR
2012-2013**

*where it comes
& where it goes*



Revenue

- University Funding
- Foundations & Corporate Grants
- Gifts



Expenses

- Administrative
- Fundraising
- Programs
- GSBi
- Impact Capital
- Education

**TOTAL BUDGET
\$1.95M**

Thank You

Corporations & Foundations Applied Materials, Inc., Argidius Foundation, Cisco Systems, Inc., eBay Foundation, Microsoft Corporation, RNN Foundation, Skoll Foundation, World Bank Institute **GSBi Network**

Partners Ateneo de Manila University (Philippines), Birla Institute of Management Technology (India), ESADE Business School (Spain), Loyola Institute of Business Administration (India), Monterrey TEC (Mexico), Pontifical Universidad Javeriana (Columbia), XLRI School of Business and Human Resources (India), Villgro (India) **Select Discovery Partners** ANDE, Ashoka, B Lab, Clinton Global Initiative, Draper Richards Foundation,

Echoing Green, Engineering for Change, Give2Asia, HUB Bay Area, Israel

Venture Network, Lemelson Foundation, Mulago Foundation, Next Billion, SOCAP, United Nations Foundation, Unreasonable

Institute, USAID, World Bank Development Marketplace, World Resources Institute **Impact Investing Partners** Accion, Acumen

Fund, Bamboo Finance, Beyond Capital Fund, Emcor Securities, Grassroots Business Fund, Halloran Philanthropies, HUB Ventures,

Invested Development, Kholsa Impact, KL Felicitas, Skoll Foundation, The Eleos Foundation, Toniic, Village Capital **Academic**

Partners CASE, Duke University, Georgetown University, University of Michigan, MIT D-Lab **Our Donors** Steven Albertolle,

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Steven White, Tyron Yun

Our partnership with the Center allows us to understand how social entrepreneurs working with scarce resources can, against all odds, establish successful businesses that provide livelihoods and boost local economies.

—
SIOBHAN KENNEY
Executive Director, Applied Materials Foundation

If you are interested in impacting the lives of 1 billion people by 2020, please contact Sue Ballati at sballati@scu.edu for a deeper conversation about how you and your company can help.