



# Taffy Adler

## Johannesburg Housing Company

### South Africa

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** JHC is committed to urban regeneration through the provision of quality, and value for money accommodation and service for all who choose to live in JHC projects and neighbourhoods in a manner that is both sustainable and promotes growth.

**MAIN ACTIVITY:** JHC provides affordable rental accommodation to poor families in the inner city in refurbished or new buildings and uses these as a base for community development and neighbourhood regeneration.

#### BUSINESS MODEL\*

Hybrid non-profit venture which has now morphed into a Social business owned by a non profit trust:

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Johannesburg Inner City

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

8500 men, women and children living in 2876 flats

#### ANNUAL BUDGET

Operating (not development) US \$10 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

98%

#### MOST IMPORTANT ACHIEVEMENT(S)

1. Showing that a sustainable social housing model can be achieved in areas that were previously seen as socially anarchic and financially risky and using the provision of housing as a springboard for community and neighbourhood development
2. Creating from scratch a caring and efficient organization which now provides direct employment to 54 staff, indirect employment to over 1000 people, kick started a number of small enterprises in building management and maintenance, and has allowed for individual growth and development of all staff.

#### BIGGEST HURDLES

1. servicing poor families in a rising cost environment, especially in the property and construction sectors
2. getting sufficient government support in the form of land and subsidies for construction, neighbourhood and community development

#### PLANS IN THE COMING 3 YEARS

1. Expand the neighbourhood and community development model and activities.
2. Finance and develop 2500 units in three new development areas budgeted at cost of US\$72 million



# José I. Avalos Hernández

## SISTEMA INTEGRAL DE SALUD

### Mexico

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Providing health services, through a system of clinics and hospitals in its self-sustaining operation and specializing in maternal and child health, quality, treated with dignity and value added to the population in a state of vulnerability.

#### BUSINESS MODEL\*

Hybrid non-profit ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

San Felipe del Progreso, Estado de México / Tapachula, Chiapas

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

33,803

#### ANNUAL BUDGET

US\$ 1.6 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

90%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The opening of a hospital in Temascalcingo, Estado de México and a mother and child clinic in Celaya, Guanajuato.
- 2) Over the past 3 years we have accomplished the point of financial equilibrium, so that from that date the hospital units are self-sustaining.
- 3) Increase in the number of direct and indirect beneficiaries.
- 4) Improving hospital facilities and acquisition of cutting-edge equipment.

#### BIGGEST HURDLES

- 1) The implementation of Seguro Popular by the federal government.
- 2) Increased competition in the market, with the opening of new medical units, public and private.
- 3) Lack of funding sources, to expand health programs, which benefit a greater number of people in a state of vulnerability.

#### PLANS IN THE COMING 3 YEARS

- 1) Opening in 2008, the clinic Temascalcingo, State of Mexico. Mexico
- 2) Opening in 2009, the clinic Celaya, Guanajuato. México
- 3) Accreditation of hospital units to carry out the agreement with the federal government to provide services to the population that has the Seguro Popular.
- 4) Implement the medical field in the Intermediate Care hospital units.



# José I. Avalos Hernández

## Banco Compartamos

### Mexico

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

We are a social company committed to people. We generate development opportunities within the lower economic segments based on innovate and efficient models on a wide scale as well as transcendent values that create and external and internal culture fulfilling permanent trusting relationship and contributing to a better world.

#### BUSINESS MODEL\*

Social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

29 of the 32 Mexican States. (We have presence in the 90% of the country)

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

850,000 people.

#### ANNUAL BUDGET

US\$ 400 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

1) Becoming the leader microfinance institution in Latin America tapping the financial market by issuing bonds and recently IPO.

#### BIGGEST HURDLES

1) Human Capital; to have well-trained personnel.

#### PLANS IN THE COMING 3 YEARS

1) Offering to the lower economics segments new products such as:

- Life Insurance
- Medical care insurance
- Mortgages credit.



# José I. Avalos Hernández

## UN KILO DE AYUDA

### Mexico

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: We seek to achieve a Mexico with equality for all, joining efforts with corporations, government, and civil society in favor of nutrition; we ensure full physical and mental capacities, so that every child in Mexico can self-develop and reach true freedom.

Activities: "Un Kilo de Ayuda" through attacks and prevents malnutrition in children of less than 5 years of age and pregnant women, in rural and indigenous communities; through an integral treatment that may be summarized in 4 big aspects: Nutritional Watch, Anemia Detection, Nutritional Education and Food Package. With these actions we intervene the individual, his/her immediate family, expanding the development skills of thousands of children and improving their life conditions.

#### BUSINESS MODEL\*

Hybrid non-profit ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Puebla, Veracruz, Estado de México, Guerrero, Oaxaca, Chiapas and Yucatán.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

42,761 children benefited

#### ANNUAL BUDGET

US\$ 21 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

55%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) 63% annual increase of children benefited.
- 2) Leader on institutional card sales since 1994.
- 3) Frame of reference on issues of malnutrition.
- 4) Branding.
- 5) Donor confidence.

#### BIGGEST HURDLES

- 1) Involve the federal and state governments develop equal capabilities, opportunities and create infrastructure.
- 2) Sensitize the society on malnutrition facts.

#### PLANS IN THE COMING 3 YEARS

- 1) Increase alliances with the 7 state governments with more poverty of México.
- 2) Generate alliances with the leading companies in the country and create legitimacy by making possible for thousands of mexicans to help children with malnutrition.
- 3) Contribute with the 8.3% necessary to eradicate the mal nutrition in México, beside of leading efforts to raise another 16.7% from global companies and different foundations, plus 25% from the state governments and a 50% from the federal



# José I. Avalos Hernández

## MI TIENDA

### Mexico

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

##### MISSION:

We are a social enterprise that seeks to increase the efficiency of the supply system for the benefit for the Mexican families in the rural milieu by strengthening the basic goods merchant of the rural communities.

##### ACTIVITIES;

- Supply the merchant in an opportune way and at adequate prices.
- Train the merchant in those aspects related to both business aspects and human development.

#### BUSINESS MODEL\*

Social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Actually, Atlacomulco, Estado de México.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

620 mom & pop stores

#### ANNUAL BUDGET

US\$ 4 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Have build a efficient supply chain for distribute groceries to the most rural communities in México.
- 2) Reaching the break-even point.

#### BIGGEST HURDLES

- 1) Have the necessary sales volume to achieve scale economies.
- 2) Strengthen the logistics strategy to support planned growth, as well as human capital and infrastructure.
- 3) Finding partners investors who meet the profile for investing in this social business.

#### PLANS IN THE COMING 3 YEARS

- 1) Expand 14 time's; 4 new where houses in 2008.
- 2) 6 more new where houses for 2009 (11 in total)
- 3) Another 6 new where houses for 2010 (16 in total)



# Rodrigo Baggio

## Committee for Democracy In Information Technology (CDI) Brazil

### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To promote the social inclusion of underprivileged populations by using ICT education and technology to fight poverty, stimulate entrepreneurship, strengthen communities, and empower poor youth and adults to transform their realities by becoming informed, active citizens.

**MAIN ACTIVITY:** CDI partners with grassroots organizations to establish informal learning centers known as Technology & Civic Engagement Schools in Latin America's most vulnerable communities. CDI Schools are self-sustaining and managed by the communities themselves. CDI's curriculum integrates digital literacy with civic education and teaches students how to use technology to create local advocacy campaigns that can solve common problems and improve their communities.

### BUSINESS MODEL\*

**Hybrid non-profit ventures:** CDI is a non-profit organization that includes some degree of cost-recovery through symbolic monthly fees charged from students that go towards compensation for CDI School educators and other School expenses.

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Rio de Janeiro, Brazil; currently running operations in 10 additional countries: Argentina, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay, US and UK.

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Approximately 70,000 students per year

### ANNUAL BUDGET

US\$ \$3.7 million

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Upgrade of current monitoring system of 17 indicators to allow closer tracking of results, quality and impact at Schools.
- 2) Launch of Connections, a new entrepreneurship/job training initiative for CDI students in three regional clusters.
- 3) Significant organizational improvements such as: a) creation of a new division dedicated to strategy and institutional development; b) launch of new offices in Boston & London; c) new online collaborative environment for the entire Network.

### BIGGEST HURDLES

- 1) Financial Sustainability, raising enough funds in advance to cover CDI's 12-months total operations.
- 2) To offer new courses and increase productivity and efficiency at local level (CDI Schools).
- 3) To improve knowledge management and increase visibility to successful examples of communities transformed by CDI.

### PLANS IN THE COMING 3 YEARS

- 1) Consolidate CDI offices in Boston, London and NY by attracting new partners, raising visibility and garnering additional support for CDI Schools.
- 2) Substantially expand the scope, quality, and impact of CDI throughout the developing world.



# Marcela Benitez

## Social and Economic Recovery of National Rural Villages at Risk of Disappearing (RESPONDE)

### Argentina

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** RESPONDE promotes the recovery of small rural villages at risk of disappearing in Argentina through creative and innovative social and economic projects by motivating rural villagers to work for their future.

**MAIN ACTIVITY:** Implementing economic, cultural, educational, nutritional and communication programs, Responde offers solutions that allow people to maintain their cultural ties and remain in their towns. Our programs stem the disappearance of small villages, helping villages to grow sustainability, contributing to local and regional development. Our programs are committed to sustainable growth that preserves the natural

#### BUSINESS MODEL\*

Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Buenos Aires, ARGENTINA, but its actions take place in hundred of small villages along all the territory.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Currently 270.000 people

#### ANNUAL BUDGET

US\$ 150,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

0%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Responde has developed a Geographical Information System with a nutrition model that can be applied to all rural communities in Argentina. It allows them to use their available natural resources to achieve a healthy diet, in a self-sufficient manner by growing their own vegetables and raising their own domestic animals. This has already been implemented in five regions of the country.
- 2) Using Sustainable Rural Tourism as a development model for small towns and villages, Responde has discovered an economic. social. cultural and technological solution that can inject life into dozens of at-risk towns.

#### BIGGEST HURDLES

- 1) Government welfare systems promote passivity, as well as cronyism and corruption. Essentially, welfare has become a charity that governments offer in exchange for voter loyalty. This creates a number of negative impacts, and undermines people's will to work.
- 2) Villagers mistrust everything that comes from outside the village. They are also very individualistic. together, these conditions make it very difficult for them to think in terms of joint projects

#### PLANS IN THE COMING 3 YEARS

- 1) Responde will develop its "Green Villages" program for at-risk villages. These aim to reduce the carbon footprint of rural villages while building sustainable growth and development. This creates a better quality of life for villagers and attracts new families, while maintaining environmental sustainability. This program aims to help stem migration away from villages towards large cities, working to reduce the environmental damage created by uncontrolled urban development.
- 2) Responde will implement its REVIVAL program, an international volunteer initiative that supports the Green Villages program and strengthens other programs already implemented. The program harnesses the skills of advanced students from worldwide universities, as well as professionals, who are interested in growing personally and professionally by contributing their knowledge and experience to the recovery of at-risk villages.



# Fábio Bibancos

## Turma do Bem

### Brazil

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Our mission is to provide ways to enable social responsibility actions by making volunteers' projects become a reality. Thus, we can contribute to the improvement of life conditions of children and teenagers.

The Dentist do bem (Dentist for Good) project counts on the voluntary work of oral surgery specialists who work with low income children and adolescents, offering free odontological treatment until they turn 18 years of age.

#### BUSINESS MODEL\*

Leveraged Non-Profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Sao Paulo and currently undertaking operations all over the country.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

#### ANNUAL BUDGET

US\$ 150,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

<5%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Increased assistance and in the amount of volunteers.
- 2) Changed the quality of life of approximately 30,000 people.
- 3) Made oral health an issue in public policy meetings.
- 4) Rescued dignity and promoted social inclusion through the actions in all projects.
- 5) Decreased poverty when we improved the smile and the chances to get a job.

#### BIGGEST HURDLES

- 1) Difficulty to get support and financing. The odontological industry aims at the market and not at improving society.
- 2) Paradigm between health area and social responsibility.

#### PLANS IN THE COMING 3 YEARS

- 1) Reach the goal of assisting 15 000 with the Dentistas do Bem (Dentists for Good) project and increase the volunteer network.
- 2) Increase the actions in our current projects and make the new projects happen.
- 3) Increase our staff if necessary as new projects are developed.



# Jeroo Billimoria

## Child Savings International

### Netherlands

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To bring Child Social and Financial Education to 1m children by 2010, helping them to gain key lifeskills and to break personal poverty cycles

**MAIN ACTIVITY:** Aflatoun Child Savings International was founded in 2005 and currently reaches 170,000 children aged 6-14 with its educational materials which teach them about citizenship (personal exploration, rights and responsibilities to self and others) managing resources, including money which enables them to claim their rights and change their futures (spending and saving, planning and budgeting) and financial and social entrepreneurship. Aflatoun worked with local implementing partners in 11 countries in 2007 and plans to be in 56 countries by the end of 2008.

#### BUSINESS MODEL\*

Strategic, egalitarian network approach of partners, donors, researchers and consultants, based around small secretariat hub

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

HQ in The Netherlands: active in Egypt, Nigeria, Zimbabwe, Mali, Argentina, India, Zimbabwe, Philippines, Vietnam, Serbia, Uganda

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Currently 170,000 Children

#### ANNUAL BUDGET

US\$ 800,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

0%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Attracting a dynamic team from a mixture of academic, corporate and development backgrounds: 12 people and 9 nationalities makes for fun at team lunches
- 2) Gaining the support of key UN agencies for our launch –
- 3) Successful development of a top flight Impact Assessment and Advisory Committee
- 4) Being prepared to learn from our mistakes, revisit our thinking and know what we don't know.

#### BIGGEST HURDLES

- 1) Conveying the importance of the link for starting the programme from age 6 and linking it to social consciousness as the foundation to a more equitable global community
- 2) Implementing a savings based programme with success in a hyperinflationary environment (Zimbabwe)!
- 3) Keeping the child at the centre of everything we do and ever decision we make
- 4) Getting the best of centralization and decentralization creativity to fuse together whilst moving at pace

#### PLANS IN THE COMING 3 YEARS

- 1) reach 100 countries and a million children by 2010
- 2) Allow truly child centric future development of Aflatoun movement, ethos and brand
- 3) achieve banking access for 100,000 of these children aged under 16
- 4) Incorporate Social and Financial Education into the curriculum of 5 countries



# Martin Burt

## Fundación Paraguaya

### Paraguay

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Created in 1985, Fundación Paraguaya was the first NGO of its kind in Paraguay. It hopes to develop into a cutting-edge social enterprise, developing innovative solutions to poverty and employment in Paraguay and pro-actively disseminating them around the world. In addition to a Microfinance Program (25.000 clients-US\$ 8 million loan portfolio) and a Junior Achievement financial literacy program (20.000 students per year), it runs a free, financially self-sustaining agricultural school for poor rural youth. "Teach a Man to Fish" was founded in 2005 and is based in London. It aims to promote self-sustaining schools globally as a way of combating rural poverty. This network currently has over 515 members in 72 countries. It promotes the concept of "Education-That-Pays-For-Itself", building and running income-generating schools that train young people to be entrepreneurs

#### BUSINESS MODEL\*

Hybrid non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Paraguay, UK, Latin America, Africa, India, Southeast Asia

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

50,000

#### ANNUAL BUDGET

US\$ 750,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

95%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Pioneer in microfinance development and civil-society institution-building in Paraguay
- 2) First financially self-sufficient agricultural school – first rural entrepreneur educational program

#### BIGGEST HURDLES

- 1) Lack of resources to roll out innovations in other countries
- 2) Lack of political will on the part of governments and lack of long-term vision on the part of business leaders

#### PLANS IN THE COMING 3 YEARS

- 1) To replicate throughout the world our model of financially self-sufficient agricultural school for the rural poor
- 2) To develop a educational programs and curriculum for rural entrepreneurship and work with governments, business, and civil society to incorporate them into national educational programs
- 3) To develop new approaches to eliminate rural poverty and promote youth entrepreneurship in the world



# Geoffrey Cape Evergreen Canada

## MISSION AND ACTIVITIES OF THE ORGANIZATION

Evergreen operates as both a corporation and a non-profit and its mission is to bring communities and nature together for the benefit of both. Started as an experiment to plant trees in 1990, the organization has rapidly grown in its impact on the way schools, communities, corporations and governments work together to benefit from a healthy, natural sustainable society. At present time, the organization has partnered with 3500 school and 500 community projects and has reached over 1.2M school children and over 800,000 thousand community members.

## BUSINESS MODEL\*

Evergreen operates as both a corporation and a non-profit

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Across Canada, Havana Cuba and partnerships in the United States

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Several Million. Not measured

## ANNUAL BUDGET

US\$ 5 million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

20%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) Staff retentions: 74 years of leadership experience on the Management Team at Evergreen (4 people for over 10 years, etc.) Average age of staff is approx 33
- 2) Big capital project: Successful launch of \$55 million Brick Works Centre in Toronto

## BIGGEST HURDLES

- 1) Change: The change management associated with growth and holding on to the great stuff while we evolve.
- 2) Quality control: Managing expectations internally and externally.

## PLANS IN THE COMING 3 YEARS

- 1) Open doors at Evergreen Brick Works as an international hub for the Green Cities movement
- 2) Launch of national urban greening programs to plant 50 million trees in one province alone, together with policy work, various research activities and education programs with several large school boards.



# Vicky Colbert

## Fundación Escuela Nueva Volvamos a la Gente (Escuela Nueva Foundation) Colombia

### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To contribute to improving the quality, efficiency and sustainability of rural and urban basic education, primarily in developing countries, through dissemination of our Escuela Nueva model and public-private partnerships.

**MAIN ACTIVITY:** We offer technical assistance in the complete implementation of the Escuela Nueva system through: Curriculum and Product Development for continual innovation of the model, Training Strategies, Educational Research and Impact Assessment, Research and Development and Partnership Creation.

### BUSINESS MODEL\*

Hybrid, non-profit

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Colombia and with a US based office, we are currently undertaking operations in the Latin America and the Caribbean Region

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Approximately 5 million children in 14 LAC countries

### ANNUAL BUDGET

US\$ 1.5 million

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

90%

### MOST IMPORTANT ACHIEVEMENT(S)

- 1) In 2007, we were awarded with the Skoll Award for Social Entrepreneurship and received a grant to support our Smart Scaling Campaign, aimed at improving and expanding the current Escuela Nueva programs, establish networks and partnerships to create and disseminate innovations and support international replication.
- 2) We committed at the 2007 Clinton Global Initiative meeting to provide quality education to 8,700 conflict affected children in Colombia through our Escuela Nueva Learning Circles Program™ that promotes academic achievement, conflict resolution skills and improved self esteem.

### BIGGEST HURDLES

- 1) Management of organizational and managerial capacity to learn to grow
- 2) Growing fast enough and strong enough to keep up with the demand from governments and the international community and others

### PLANS IN THE COMING 3 YEARS

- 1) Become the worldwide Escuela Nueva Resource Center for the national and international Escuela Nueva community of practice
- 2) Expand to two African countries and one Asian country



# Andrea and Barry Coleman

## Riders for Health

### United Kingdom

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : to ensure that people in rural Africa, and others currently in damaging isolation, are not subjected to unnecessary suffering – nor prevented from the development of human potential – because of a lack of access to critical services.

Main activities : to manage and maintain the vehicles used in the delivery of health care and vital services to rural communities in Africa, and to train a local workforce in high standards of vehicle management.

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Currently 12 million people

#### ANNUAL BUDGET

US\$ 7.7 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

70%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The Department of State for Health, the Gambia, outsourcing all its vehicles to Riders for Health from 2002.
- 2) The significant health impact achieved by our stakeholders (the organisations whose vehicles we manage), as a result of the reliable, cost-effective mobility provided by Riders.
- 3) Maintaining the stability of the Zimbabwe programme despite the current difficulties in that country.

#### BIGGEST HURDLES

- 1) The lack of acknowledgement in the global health community that transport management and infrastructure are fundamental to effective development in Africa.
- 2) Securing investment for programmes, despite the fact that the programmes become self-sustaining in the long-term.

#### PLANS IN THE COMING 3 YEARS

- 1) Continue to strengthen the core organisation to sustain growth and achieve scale.
- 2) Increase capacity in the countries in which we already work and expand into at least two new countries.
- 3) Undertake a pilot programme of vehicle leasing for increasing the availability and sustainability of vehicles for health care delivery.



# Vera R. G. Cordeiro

## Associação Saúde Criança Renascer Brazil

### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** Provide assistance to children from Lagoa Hospital and their families, with the objective of breaking the cycle of misery/illness/inpatient-admission/release/readmission/death, and to create conditions to improve their health and well-being, including promoting their families' self-support.

**MAIN ACTIVITY:** Renascer's main goal is to create the basis for the improving families health and well being with economic self-sufficiency. For this Renascer makes an action plan for each family regarding five essential areas: health, income, housing, education and citizenship.

### BUSINESS MODEL\*

Hybrid non-profit venture

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in the Rio de Janeiro, Brazil and an office in USA. Replications in 6 states of Brazil with 22 institutions following the model

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Renascer currently more than 10 thousand people. Replications 25 thousand people

### ANNUAL BUDGET

US \$ 1,6841 million

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

12.3% (gross)

### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The applied methodology provides a full perspective, since it deals in the area of health for physical illnesses and comprises and considers, at the same time, psychological, social and educational factors with proved results.
- 2) Replicated a very complex model without losing the quality of work and already planning to replicate abroad Brazil

### BIGGEST HURDLES

- 1) The premisses of Renascer in Parque Lage, was a fight with the neighbors
- 2) Fund raising with Brazilian companies, due to the lack of a tax-exemption
- 3) Fund raising for the payment of better salaries to the employees

### PLANS IN THE COMING 3 YEARS

- 1) Renascer's vision is to have a similar institution attached to each public hospital in Brazil. The demand for such a model is extremely high when considering the level of poverty in Brazil and its highly skewed distribution of wealth. Considering the continental dimension of Brazil country and the nearly 5,000 public hospitals providing child care, Renascer's plan is to create "replications centers" in each of the five geographic regions of Brazil
- 2) In the beginning of 2008 Renascer methodology will be transform into a public police in 2 states of Brazil: São Paulo e Minas Gerais



# Ann Cotton

## CAMFED International

### United Kingdom

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** Camfed's vision is of a world in which every child is educated, protected, respected and valued, and grows up to turn the tide of poverty. In Africa, where girls have least access to education and are most vulnerable to HIV/AIDS, Camfed's mission is to multiply girls' access to education and accelerate the benefits to individuals, their families and communities.

**MAIN ACTIVITY:** Camfed supports girls from poor families to access and complete education in sub-Saharan Africa. Camfed sets in motion a 'virtuous cycle' of change – supporting girls to complete primary school, transition to and complete secondary school, and then providing training and finance to set them on a path of economic independence and leadership. Camfed's programmes are community-led and engage a range of actors who can affect girls' education sustainably.

#### BUSINESS MODEL\*

Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Cambridge, UK and with a US office based in San Francisco, Camfed operates in Zimbabwe, Zambia, Ghana, Tanzania and Malawi.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

390, 000

#### ANNUAL BUDGET

\$9.4 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

0.21%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Establishing a network of 7,500 young women alums of the Camfed programme who are now leading change in their communities in Africa.
- 2) Building a unified international organization across seven countries with high levels of integrity, creativity and leadership.

#### BIGGEST HURDLES

- 1) The greatest hurdles Camfed faces are those experienced by girls in rural areas of Africa, where family poverty prevents them from securing their right to education.
- 2) The lack of a vibrant and diverse economy in rural areas of Africa that limits young people's opportunities and aspirations.

#### PLANS IN THE COMING 3 YEARS

- 1) Provide 800,000 years of education to girls and vulnerable boys from poor families in 7 countries of sub-Saharan Africa.
- 2) Train 20,000 young educated women in business and leadership skills to catalyse social and economic progress in rural communities of the same 7 countries of sub-Saharan Africa.



# Macarena Currin Rodelillo Foundation Chile

## MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** The Rodelillo Foundation's mission is to help families transform histories of poverty and dependency into lives of opportunities, self-reliance and family entrepreneurship.

**MAIN ACTIVITY:** The main activity of the Rodelillo Foundation is putting into practice among poor families determined to overcome poverty our Model of Psycho-Social Companionship. The model is centered on an integral, multidisciplinary approach over an 18-month period during which each family member becomes incorporated in a process of acquiring understanding and insights fostering positive changes in self-image, attitudes and life-projections. They learn to become conscious protagonists of their own lives and destinies, to focus on their strengths and capacities for initiative and responsibility, and to optimize synergies in family projects to overcome the conditions of poverty.

## BUSINESS MODEL\*

Our business model is: Leveraged non-profit with Social business ventures.

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Chile, (Metropolitan, Copiapó and Bio-Bio Regions) and currently initiating operations in Colombia.

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

In 2007 1,260 families. (approximately 5,670 persons)

## ANNUAL BUDGET

US\$ 1.7 million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

70%

## MOST IMPORTANT ACHIEVEMENT(S)

1. 20 years of social action as the rodelillo foundation in chile
2. Over 6,000 poor families found definitive solutions out of the conditions of poverty.

## BIGGEST HURDLES

1. Scarcity of resources from private sector and governmental sources.
2. Classist, paternalistic society with highest income disparities in South America.

## PLANS IN THE COMING 3 YEARS

1. To internationalize rodelillo's model and geographical areas we serve.
2. International academic recognition of Rodelillo's paradigm of social practice.



# Björn Czinczoll Kinderzentren Kunterbunt e.V. Germany

## MISSION AND ACTIVITIES OF THE ORGANIZATION

Childcare for companies and hospitals with very long opening hours

## BUSINESS MODEL\*

Hybrid non-profit

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Germany; Europe

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

50,000

## ANNUAL BUDGET

US\$ 4.4 million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

10%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) Winning the social entrepreneur prize
- 2) Opening the first centers

## BIGGEST HURDLES

- 1) Finance problems

## PLANS IN THE COMING 3 YEARS

- 1) Opening 200 childcare centers in Germany
- 2) Going to swiss and austria



# Álvaro Dávila

## Fundación Social Colombia

### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To work to modify the structural causes of poverty in Colombia, to promote the construction of a more just, more humane and more prosperous society through companies operating in financial services, social projects and influencing decision makers.

**MAIN ACTIVITY:** The Foundation's has set at the same level the business operation and social projects as tools to overcome poverty. Financial services companies belonging to a holding of financial services competes in the marketplace for consumers and also operates in underserved markets and serves the poor. Social projects aims to empower communities to create conditions to make them self-sustainable.

### BUSINESS MODEL\*

Social business venture and combination a leveraged non-profit

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in the Bogotá, Colombia operating nationwide in financial services, social projects operate in four regions.

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

The number of customers of our financial and insurance

### ANNUAL BUDGET

For 2007 (excluding capitalizations) USD 15 millions of which

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Having an operation of close to 100 years and proving that serving low income markets is a sustainable business and a profitable one.
- 2) Developing self-sustainable models of development for social projects.

### BIGGEST HURDLES

- 1) The local conflict limits the business operation and the reach of the business operation
- 2) The short term vision that sometimes prevails in the public sector limits the reach of projects.

### PLANS IN THE COMING 3 YEARS

- 1) To innovate and to grow in financial services to underserved markets and the poor.
- 2) A 12 year strategy to increase impact and the reach for social projects



# Christopher J. Elias

## Program for Appropriate Technology in Health (PATH) USA

### MISSION AND ACTIVITIES OF THE ORGANIZATION

PATH's mission is to improve the health of people around the world by advancing technologies, strengthening systems, and encouraging healthy behaviors.

PATH creates sustainable, culturally relevant solutions that enable communities worldwide to break longstanding cycles of poor health. By collaborating with diverse public- and private-sector partners, we help provide appropriate health technologies and vital strategies that change the way people think and act. Our work improves global health and well-being.

### BUSINESS MODEL\*

Leveraged non-profit

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Seattle, Washington, PATH has 28 offices in 18 countries. PATH currently works in more than 65 countries.

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

48 million

### ANNUAL BUDGET

US \$218 million

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

1% (PATH trades away the technologies we develop in exchange for the promise that they will be available to the people who need them most. We license our intellectual property to private companies in return for their manufacturing and distribution might.

### MOST IMPORTANT ACHIEVEMENT(S)

While PATH has many important achievements, following are two examples.

1) PATH worked with a Chinese vaccine manufacturer and partners across the global health community to introduce an effective alternative Japanese encephalitis vaccine in India and Nepal. So far, 32 million children have received the vaccine. We're continuing our work with the vaccine manufacturer, countries throughout the region, and international agencies—to make sure that all children are safe from Japanese encephalitis.

2) PATH worked with TEMPTIME Corporation, a for-profit partner, to develop a vaccine vial monitor (VVM), a chemically active sticker printed on a vaccine vial label that indicates whether the vaccine is heat-damaged. Today, TEMPTIME manufactures vaccine vial monitors for multiple vaccines and more than 1.5 billion vaccine vial monitors have been sold to more than 25 vaccine suppliers since 1996. More than 20 countries use vaccine vial monitors on vaccine for their national immunization programs.

### BIGGEST HURDLES

- 1) Recruiting, developing, and managing the top talent we'll need to achieve our ambitious goals.
- 2) Evolving new funding mechanisms, partnerships, business models, and strategies.

### PLANS IN THE COMING 3 YEARS

In 2006, PATH's leadership identified three strategic commitments that will help us expand our organization's impact:

- 1) maximize health equity;
- 2) ensure accountability, synergy, and stewardship; and
- 3) strengthen our capacity to foster innovative solutions.



# Martin J. Fisher

## KickStart International Inc.

### USA

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

KickStart has a two-part mission: to get millions of people out of poverty, quickly, cost-effectively and permanently; and to change the way the world fights poverty. Kickstart designs and mass-produces low cost capital equipment and mass-markets it to very poor farmers and entrepreneurs, who buy it and use to start highly profitable small businesses.

KickStart's best selling, human powered MoneyMaker irrigation pumps enable farmers to move from subsistence to commercial farming by growing high value fruits and vegetables throughout the year.

#### BUSINESS MODEL\*

Hybrid non-profit - KickStart sells its products to poor farmers through a private sector supply chain & also to other NGOs

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Africa : Kenya, Tanzania, Mali, Burkina Faso, we serve other countries in Africa by selling our products to other NGOs.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Over 300,000 out of poverty to date

#### ANNUAL BUDGET

USD \$7.1.million (FY 07/08)

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

18%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Creating a new model of poverty eradication that harnesses the entrepreneurial spirit of the world's poor with the power of technology and the sustainability of the private sector.
- 2) Over 300,000 people moved out of poverty (significantly and permanently) at a cost of about \$50 per person

#### BIGGEST HURDLES

- 1) Raising the funding required for rapid scaling-up
- 2) Further lowering the costs so that more people can afford to buy our money-making technologies

#### PLANS IN THE COMING 3 YEARS

- 1) To lift another 400,000 people out of poverty
- 2) To expand into three new countries



# James R. Fruchterman

## The Benetech Initiative

### USA

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** Benetech combines the power of the human mind with a deep passion for social improvement, creating new technology solutions that serve humanity.

**MAIN ACTIVITY:** We seek out underserved communities worldwide with important social needs that can be solved through technology. Our programs create innovative technology solutions for issues in the areas of literacy, disabilities, human rights and environmental project management. Our objective is for these solutions to be replicated around the world to remove barriers and help people help themselves, now and for generations to come.

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in the USA and currently undertaking operations in South America, Australia, Africa, Europe and Asia.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Over 12,000 direct beneficiaries

#### ANNUAL BUDGET

US\$ 8.9 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

66% (based on 08 budget)

#### MOST IMPORTANT ACHIEVEMENT(S)

1) Benetech's biggest challenge is fund raising. We have been successful at this, but we see so many more needs that we could address if we had more resources.

#### BIGGEST HURDLES

1) Benetech's biggest challenge is fund raising. We have been successful at this, but we see so many more needs that we could address if we had more resources.

#### PLANS IN THE COMING 3 YEARS

- 1) Expand programs internationally, especially India and South Africa.
- 2) Launch Miradi, a conservation project management software tool, and Route 66 Literacy, an online literacy instruction tool for beginning readers with significant disabilities.



# Gustavo Gennuso

## Fundación Gente Nueva

### Argentina

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

MISSION: Walking among the poorest, building places of brotherhood and justice, changing heart and social structures, working in education an community organization.

MAIN ACTIVITY: Gente Nueva (GN) has 10 “community managed public schools” located in the poorest areas of Bariloche. Each school becomes a community center after school hours. Of the schools, two are pre-schools that take children from 45 days of age to 5 years; two are primary schools, three are secondary which also include adult education, and three are technical schools that include basic education and skills building for young people and adults. Beside of that GN has areas working programs of young people, old people, land rights, health, work for young people, entrepreneurs, micro credit, infancy.

#### BUSINESS MODEL\*

- 1) Leveraged non-profit: The main income of GN come from this type of business model
- 2) Hybrid non-profit venture: Life Technology Ventures (LTV) is an spin – off of Fundación Gente Nueva

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Main activity in Bariloche and Rio Negro Province in Argentine. Some activity in all country

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Currently 8000 people

#### ANNUAL BUDGET

USD \$1.2.million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

3%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Our educative model allows more than 5000 poor people to have educational opportunities. To interfere in Public Politics allows us to establish the model. This model is ready for scale up in all the country
- 2) GN is the most important NGO in Argentinean Patagonia working in those subjects that empower poor people in their own promotion and leadership

#### BIGGEST HURDLES

- 1) Governments do not support the idea of poor people to be involved citizens, but non questioning ones.
- 2) Find the necessary financial support to develop educational innovations and improvements and the necessary economical support to keep the existing management structure of our organization.

#### PLANS IN THE COMING 3 YEARS

- 1) Scale up and wide in all the country the concept of Social Management School in order to spread the FGN model in education.
- 2) Start up a new technical school and an art school and develop the basis to establish a university that provides poor people with quality education
- 3) Scaled up or replicated the different area program



# Javier Gonzalez abcdespañol Colombia

## MISSION AND ACTIVITIES OF THE ORGANIZATION

Our mission is to provide public and private organizations with innovative, replicable, cost effective and culturally sensitive educational tools. Our designs and strategies are aimed at establishing constructive learning processes to develop critical thinking.

## BUSINESS MODEL\*

Hybrid non-profit. We create educational tools, develop programs, train schoolteachers and volunteers and provide technical assistance to private and public organizations to use our educational tools, in order to achieve their educational

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Colombia, Centroamérica (all 6 countries), Dominican Republic and Puerto Rico.

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

More than 500,000 children, young and adults.

## ANNUAL BUDGET

It depends of the number of Institutions that implement the

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

## MOST IMPORTANT ACHIEVEMENT(S)

1. More than 500,000 adults and children reached and more that 10,000 teachers have been trained.
2. Notorious learning achievements in depth of learning
3. Reduction of first grade repeaters and dropouts in schools were the model has been implemented.
4. Model can be used in a variety of urban and rural contexts (including jails, community centers, schools, shelters, etc) and in a variety of ways (teacher/student, therapist/patient, parent/child, grandparent/grandchild, grandchild/grandparent, child/parent, older sibling/younger sibling, etc). This flexibility in our method generates a variety of opportunities for grow

## BIGGEST HURDLES

- 1) Government changes hold back continuity of programs with a track record of demonstrated success.
- 2) Personal and conjunctional interests favor improvisation in educational programs.

## PLANS IN THE COMING 3 YEARS

1. Ensure the continuity of our organization by including a younger generation of doers.
2. Publish and distribute our most recent innovation "La I sobre los puntos" a metaphor about learning systematization.
3. Consolidate and publish "First Mental Aid", an Alternative Basic Education Program.
4. Explore new opportunities of collaboration to develop and implement literacy programs.



# Ronald Grzywinski & Mary Houghton

## ShoreBank Corporation

### USA

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

ShoreBank Corporation is a 34 year old regulated commercial bank holding company owned 100% by socially motivated investors to broaden access to financial services for community development and environmental conservation. It operates in 5 US local markets and both advises and invests in other similar financial institutions in the US and in Africa, Asia and Eastern Europe.

#### BUSINESS MODEL\*

Holdin company of bank, non bank and NGOs.

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

5 US cities (Chicago, Detroit, Cleveland, Portland and Seattle) and 2 rural US regions plus works with banks in Africa, Asia, eastern Europe and US.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Directly – 60,000

#### ANNUAL BUDGET

\$2.2 billion in assets ; 600 employees

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Successfully financed the rehab of the rental housing stock in large portion of the city of Chicago.
- 2) Demonstrated strength of a bank-centered strategy to achieve community development and environmental conservation goals.

#### BIGGEST HURDLES

- 1) In early years, local deposit/transaction business was unprofitable.
- 2) risk management in distressed economies

#### PLANS IN THE COMING 3 YEARS

- 1) Will respond to strong loan demand and grow aggressively in current markets.
- 2) Will innovate in ownership structure to both provide liquidity and preserve mission primacy.



# Victoria G. Hale Institute for OneWorld Health USA

## MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: To develop safe, effective and affordable new medicines for people with infectious diseases in the developing world.

Activities : We are a not-for-profit pharmaceutical company that target neglected diseases, tropical diseases, and global infectious diseases: diseases of poverty. Our present programs include visceral leishmaniasis, malaria, secretory diarrhea (E coli, cholera) and intestinal parasites. We partner with companies, hospitals and organizations in the developing world to conduct medical research on affordable new medicines, manufacture, and distribute therapies. In the West, we collaborate with industry and researchers, to secure donated intellectual property and advance basic research through to development to benefit people.

## BUSINESS MODEL\*

Leveraged Non-Profit

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in USA ; undertaking operations in India, Bangladesh and Nepal

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Approximately 2,000 people (VL)

## ANNUAL BUDGET

US\$ 30 million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

0%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) OneWorld Health receives approval for Paromomycin IM Injection from the Drug Controller General of India (DCGI) for the treatment of visceral leishmaniasis.
- 2) Paromomycin IM Injection named on Essential Medicines List by WHO.
- 3) Phase III clinical trials published in New England Journal of Medicine.

## BIGGEST HURDLES

- 1) Initial grant.
- 2) Only one grant-making foundation funds new drug research and development.

## PLANS IN THE COMING 3 YEARS

- 1) Further research of an adequate, reliable, inexpensive, high quality source of artemisinin to make available to appropriate ACT manufacturers.
- 2) Discover, develop and deliver anti-secretory drug(s) that will be deployed as an adjunct to Oral Rehydration Therapy (ORT) to treat severe acute pediatric and adult secretory diarrheal diseases.
- 3) Expand clinical trials into Asia and Africa to develop new medicines for leishmaniasis, malaria and diarrhea.



# Harish Hande

## SELCO Solar Light (P) Limited

### India

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: To uplift the quality of the underserved populations by providing energy services via sustainable technologies.

Activities: SELCO INDIA, a social enterprise, provides sustainable energy services to under-served households and businesses in India. Through its 25 energy service centers in India, SELCO has brought reliable, affordable, and environmentally sustainable electricity to more than 75,000 homes and businesses since 1995. From solar lighting and electricity, to clean cooking and wireless communications, SELCO aims to empower its customers by providing complete packages of product, service and consumer financing, in a very holistic manner.

#### BUSINESS MODEL\*

For Profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

The States of Karnataka and Gujarat - India

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

80,000

#### ANNUAL BUDGET

350,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

90%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Convincing the rural financial institutions to create a portfolio for renewable technologies like solar lighting. In the early 90s the rural financial institutions did not have confidence in financing solar systems. Now in the state of Karnataka, 90% of rural banks finance solar lighting – all because of SELCO's efforts.
- 2) SELCO has achieved tremendous success in creating linkages between poverty, income generation, microfinance and quality of life

#### BIGGEST HURDLES

- 1) Conflicting policies by the government to promote sustainable technologies in the rural areas of India
- 2) Rising salaries in the field of IT and Finance, leading to smaller pool of human resources for our sector.

#### PLANS IN THE COMING 3 YEARS

- 1) To reach 200,000 additional households with sustainable energy services.
- 2) To create bases in 3 more states of India.



# Andreas Heinecke

## Dialogue in the Dark

### Germany

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Overcoming barriers between « us » and « them »  
Re-defining « disability » as « ability » and « otherness » as « likeness »

#### BUSINESS MODEL\*

Social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Worldwide

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

500.000 a year

#### ANNUAL BUDGET

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

68%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Global impact
- 2) Still alive after 20 years of dark business

#### BIGGEST HURDLES

- 1) No growth money
- 2) Expansion vs quality
- 3) Entrepreneurship vs public funding

#### PLANS IN THE COMING 3 YEARS

- 1) 50 entities world wide with 3 millionen beneficiaries
- 2) founding a social science centre in Germany



# Laila Iskandar

## Community and Institutional Development (CID)

### Egypt

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Supporting communities and organizations to develop sustainable livelihoods through recycling and non formal models of learning in out of school settings through the informal economy

Establishing models in Cairo, sharing best practice with Africa and the Middle East, receiving study tour groups of informal sector recyclers networking with a global movement for the rights of informal waste waters world wide

#### BUSINESS MODEL\*

Social Business Venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Egypt, Middle East, Africa

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Forty thousand in Egypt. Ten million globally

#### ANNUAL BUDGET

One million Euros

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Establishing Win Win Models for informal waste recyclers and waste generating national and multinationals companies
- 2) Establishing town wide demonstration model for waste management based on source recovery, recycling and employment + learning in the nonformal sector of Education

#### BIGGEST HURDLES

- 1) Lack of buy in from municipalities, corruption and bureaucracy
- 2) Limited understanding of policy makers of models we are promoting

#### PLANS IN THE COMING 3 YEARS

- 1) Upscale the brand name fraud recycling project to the global level through Proctor and Gamble and Unilever and hundreds of NGO's in developing countries
- 2) Establish city wide system for Cairo (pop 17 million) for waste management based on source segregation of household waste into wet and dry and generating jobs for unemployed youths + non formal learning opportunities for out of school children and youths, women and girls.



# Garth C. Japhet

## Soul City Institute for Health and Development Communication South Africa

### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: To use the power of the mass media, mobile technology platforms as well as social mobilisation, advocacy and training, to lead to health, development and values transformation in Sub Saharan Africa.

Main Activity: Production of prime time TV and radio dramas as a catalyst for action. Distribution of over 40 million copies of print materials. 80 000 children in children's clubs. 2,5 million people trained in the last 3 years.

### BUSINESS MODEL\*

Hybrid non profit venture

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in South Africa, with operations in another 9 African countries and partnerships in Columbia, Surinam and Egypt

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

50 million

### ANNUAL BUDGET

\$25 million

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

20%

### MOST IMPORTANT ACHIEVEMENT(S)

- 1) We are the most evaluated social change intervention in the world. These evaluations conclusively prove our impact on a wide range of social issues in particular HIV/AIDS, child health and gender violence
- 2) Over 80 000 children are in social action groups with considerable impact on their communities. 9 communities around the country have named themselves Soul City

### BIGGEST HURDLES

- 1) Innovating while building a solid organisational infrastructure
- 2) Running two organisations in parallel.

### PLANS IN THE COMING 3 YEARS

- 1) Building a cell phone based social networking platform with social content. First for South Africa and then for other similar developing countries
- 2) Launching a social movement that will effect real and long lasting social change in South Africa and then beyond



# Rut Kolínská

## The Network of Mother Centers

### Czech Republic

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : To help women and with small children maintain their professional orientation and develop self-confidence, empowerment values of family and intergenerational relationships in society, support equal opportunities for everybody.

Activities : coordination of the network, support and methodological guidance by funding new MCs and MCs with are members of the network, education, organising projects on a national scale, cooperation with governing bodies, with partner organisations abroad, with the with the international partners

#### BUSINESS MODEL\*

Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Czech Republic (tight cooperation with international organizations)

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

25000 families (= cca 100000 beneficiaries)

#### ANNUAL BUDGET

CZK 6.9 mil CZK = EUR265,380

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

5%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) More then doubled number of members in two last years
- 2) Political lobby on partnership level

#### BIGGEST HURDLES

- 1) To fast explosion of Mother Centres in Czech Republic
- 2) Financial instability

#### PLANS IN THE COMING 3 YEARS

- 1) Build up sustainable organization with sustainable financial support
- 2) Create standards of services for family



# Ashok Khosla & Arun Kumar

## Development Alternatives Group

### India

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

The Development Alternatives Group seeks to deliver sustainable development products and services on a large scale; particularly sustainable livelihoods. To achieve this, it carries out socially oriented innovation (through not-for-profit organization) and also delivers solutions to the mass market (through commercial business organizations). The Development Alternatives Group comprises two independent organizations; Development Alternatives for innovation and Technology and Action for Rural Advancement (TARA) for service delivery.

#### BUSINESS MODEL\*

Social Business Venture founded in 1983

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

India, Nepal, Bangladesh and Sri Lanka.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

2.01 Million Households, Customers and Rural Enterprises.

#### ANNUAL BUDGET

US\$ 3.2 Million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

68%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Successful implementation of the Poorest Area Civil Society programme providing capacity building support and access to entitlements to over 2 million households in 94 Poorest Districts through a network of 13,500 community organizations.
- 2) TARA has enabled a network of 126 SMEs in the brick sector in India to setup Vertical Shaft Brick Kilns generating carbon savings of 394,000 tonnes of CO<sub>2</sub> and realizing carbon revenues of US\$ 3 million till 2014 with sharing of revenues.

#### BIGGEST HURDLES

- 1) The biggest hurdle is access to finance for the growth of TARA to achieve market expansion and to conduct its business for promotion of sustainable products and technologies in an orderly and self financing manner.
- 2) Limited technology and product innovation for addressing the environmental and social issues; largely due to limited availability of human resources and also due to lack of finance.

#### PLANS IN THE COMING 3 YEARS

- 1) Expansion of the business network to Central and Peninsular India, Sri Lanka and Thailand; expansion of outreach for large community initiatives in collaboration with large corporations.
- 2) Creation of Special Purpose Vehicles (SPV) for sourcing social investments to rapidly multiply delivery of products and services for Rural Housing, Safe Drinking Water, Rural Enterprise Development and Livelihood Initiatives.



# Kenny Low

## CHEC & O-School

### Singapore

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: To provide education and employment opportunities to at-risk youths in Singapore

Activities: CHEC – a non-profit private school to provide alternative high school education to former school dropouts and also to influence the private education market to be more student-focused.

O School – a performing arts centre to generate profits to be channeled as bursaries for CHEC and also to shape youth culture as well as provide employment for talented youths

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Singapore

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

3000 annually

#### ANNUAL BUDGET

US\$ 1.4 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

70%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) CHEC getting the endorsement from Singapore's Ministry of Education and Ministry of Community Development Youth and Sports as a important school to complement the education system in Singapore.
- 2) O School being exemplified as an example of a successful social enterprise in Singapore.

#### BIGGEST HURDLES

- 1) Continual sustainability against increasing rental costs in Singapore.
- 2) Continual relevance of our private school against a very robust public education system.

#### PLANS IN THE COMING 3 YEARS

- 1) To develop CHEC into an international school
- 2) To expand O School into Malaysia



# Joe Madiath

## Gram Vikas

### India

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Gram Vikas' Mission is

To promote processes which are sustainable, socially inclusive and gender equitable, to enable critical masses of poor and marginalized rural people or communities to achieve a dignified quality of life.

- Enabling infrastructure
- Livelihoods and Food security
- Self Governing People's institutions

#### BUSINESS MODEL\*

1) Leveraged non-profit - The organization depends on outside funding for its survival, but its longer term sustainability is enhanced because of the commitment of a multiplicity of actors to the vision and objectives of the organization, which often

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

In 23 districts of Orissa, India and partially in six other states of India (Jharkhand, Chhattisgarh, Madhya Pradesh & Maharashtra)

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

As on 31st March 2007 covering 21 district of Orissa covering a

#### ANNUAL BUDGET

US\$ 1.97 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

23%

#### MOST IMPORTANT ACHIEVEMENT(S)

As on 31st March 2007, Gram Vikas was able to cover cent-per-cent of families in 361 habitations consisting of 26850 families with toilets, bathing rooms and protected piped water supply round the clock. This was done largely through people's own efforts.

#### BIGGEST HURDLES

- 1) Getting dedicated competent human resources
- 2) Accessing resources for the programme

#### PLANS IN THE COMING 3 YEARS

- 1) By the end of 2010 covering 100,000 families in Orissa with Sanitation and piped protected drinking water.
- 2) Work with at least 5 other NGOs in Orissa.
- 3) Take this Water and Sanitation programme to 7 other states of India.
- 4) Take this Water and Sanitation programme to 2 other countries in Asia and 3 countries in Africa.



# Helio Mattar

## Akatu Institute for Conscious Consumption Brazil

### MISSION AND ACTIVITIES OF THE ORGANIZATION

**Mission:** To develop the awareness of consumers as to their role as change agents in the construction of the social and environmental sustainability of life in the planet through conscious consumption (consumption that takes into consideration its impact in society and the environment).

**Activities:** A mosaic of actions aiming to reach consumers through communication and education. Use of mobilizing messages, in a pedagogy developed by Akatu, to induce change in consumers' behavior. Akatu seeks to reach leaders of opinion so to convey knowledge, induce activities in society, and publicize conscious consumption through: (1) partner companies, (2) media, (3) advertising, (4) communities, (5) educational institutions, (6) civic mobilization.

### BUSINESS MODEL\*

Leveraged non-profit

### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Akatu operates in Brazil and has plans to expand operations in Latin America

### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Through communication : 160 million people.

### ANNUAL BUDGET

2007 – US\$ 900,000

### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

Funded programas & projects: 40% Unrestricted donations: 60%

### MOST IMPORTANT ACHIEVEMENT(S)

- 1) In 7 years, Akatu transformed “conscious consumption” from an unknown concept onto a widely recognized instrument to help achieve sustainability.
- 2) Recognized, in 2007, in a survey by the Global Compact Program of the United Nations, as one of the 100 best NGOs in the world to work in partnership with corporations.
- 3) Sustainable growth for 7 years, with 70 partner companies from several sectors (banks, telecommunications, food, electronic equipment, retail, services, advertising agencies, IT, etc) directly supporting the cause.

### BIGGEST HURDLES

- 1) Systematize proven effective mechanisms as methodologies to promote the change in consumption behavior in the short term.
- 2) Promote large scale social engagement in the cause of conscious consumption

### PLANS IN THE COMING 3 YEARS

- 1) Systematize methodologies, processes and materials for capacity building of community and educational leaders in conscious consumption.
- 2) Create mechanism for social engagement and opportunities to disseminate the concept and practice of conscious consumption in large scale.
- 3) Intensify the use of media to reach opinion leaders to act as multipliers of conscious consumption



# Bruce McNamer TechnoServe Inc. USA

## MISSION AND ACTIVITIES OF THE ORGANIZATION

TechnoServe helps entrepreneurial men and women in poor rural areas of the developing world to build businesses that create income, opportunity and economic growth for their families, their communities and their countries.

## BUSINESS MODEL\*

Leveraged non-profit

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Africa, Latin America, India

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

2006 – approx. 900,000

## ANNUAL BUDGET

2007 - US\$ 35million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

0%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) 2007 Financial Times top 5 NGOs in the world based on business partnerships
- 2) Important new relationships with Google.org and Gates Foundation

## BIGGEST HURDLES

- 1) Managing growth
- 2) Keeping funding for Latin America

## PLANS IN THE COMING 3 YEARS

- 1) Substantially upgrade management systems and processes
- 2) Continue to grow the organization



# Safia L. Minney

## People Tree

### United Kingdom

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

People Tree in UK and Japan have successfully demonstrated that even in the fast-moving, fashion and garment industry, Fair Trade can hold its own. People Tree has pioneered the first Fair Trade fashion supply chain. People Tree is also the best-known Fair Trade company in Japan. With teams of designers, technicians and communications professionals, having cuts its teeth in the most quality-conscious market in the world, People Tree has arguably the best range of fair trade clothes, handicrafts and organic foods.

People Tree has established itself in Europe as the authority on Fair Trade fashion. People Tree was founded by Safia Minney, a leading advocate for Fair Trade, who also launched World Fair Trade Day, which is celebrated in 60 countries throughout the world and is endorsed by the International Fair Trade Association.

#### BUSINESS MODEL\*

3) Social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Europe and Asia

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

2,000

#### ANNUAL BUDGET

£ 4.5 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) World's first Fair Trade and organic supply chain from field through to manufacture
- 2) Our advocacy role within the fashion industry – acting as force for positive change within the conventional industry.

#### BIGGEST HURDLES

- 1) Meeting the high costs of capacity building, technical assistance of producer organisations
- 2) Competing with products that do not cover the 'real' social and environmental costs.
- 3) Climate change and its effects on our producers.

#### PLANS IN THE COMING 3 YEARS

- 1) Increase distribution including the Fair Trade fashion shop franchise and to launch in the US
- 2) To scale up operations to benefit more marginalised producers, including building and organic and Fair Trade cotton supply chain in Bangladesh.



# Giacomo Muccioli

## San Patrignano

### Italy

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

San Patrignano is a residential drug-free rehabilitation centre which welcomes young people (over 20,000 since 1978) with drug abuse problems completely free of charge. The average programme lasts 4 years, and provides residents – currently 1500 people - with a home, free medical and legal assistance, the possibility of continuing formal education, professional and job training, finally returning them to society as respected members of it. The centre covers an area of 260 hectares with rooms for the residents and small cottages for families, a medical centre, a centre for adult classes, workshops and activity centres, a 400-seats theatre and an auditorium that can accommodate up to 1000 people. Since 1997 San Patrignano is accredited as an NGO with special consultative status within the Economic and Social Council of the United Nations (ECOSOC)

#### BUSINESS MODEL\*

Hybrid non-profit ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

There are three main residential sites and a network of 30 drop in centres in Italy, one drop in centre in Switzerland and one in Croatia, to refer people in need of help to the community. S.P. welcomes people from 30 different nations

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

20.000 people hosted up to now and their families

#### ANNUAL BUDGET

32 million Euros

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

50 % (the remaining 50 % from private donors)

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Implementation of social cooperatives (a particular form of multistakeholder-oriented firm) in Riccione, Bologna, Trento e Verona which facilitate the social and professional reintegration of former San Patrignano residents..
- 2) Establishing ties with social entrepreneurs, including Schwabbiies, with the aim of creating an international network – GoodFOOD - of socially conscious organizations working in the field of food production and preparation.

#### BIGGEST HURDLES

- 1) The lack of a shared and effective action plan on drugs in EU and particularly in Italy provokes many difficulties to our work because it doesn't give us proper instruments to combat drug addiction and help to spread correct messages for the prevention of drug abuse among the young.
- 2) To stay true to the founding principles of our community while continuously adapting ourselves to the changing of society and of its perception of drug related issues.

#### PLANS IN THE COMING 3 YEARS

- 1) The realization, in collaboration with the school system and youth organizations, of a series of theatrical presentations created by and starring San Patrignano residents, designed to alert and inform adolescents on the dangers of drug abuse. The events, already in their fifth year of travels across Italy, will culminate in an annual conference for young people hosted by San Patrignano called "Drugs Off Day". The expansion and consolidation of this network internationally.
- 2) Among other international ongoing collaborations, the founding of two drop in centres, one in New York city and one in Belgium, to enable San Patrignano to continue to offer and better its services to US and Belgian citizens in need of help with drug abuse issues.



# Mary Anne Müller Prieto

## Fundación Origen

### Chile

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : To provide Education for personal and social transformation as well as for entrepreneurship to socially vulnerable youth and adults through our holistic educational model so they can be part of the economical and cultural developemnt of their country. The model promotes sustainable development, peace, equity and inclusion.

Activities : Since 1991 Origen offers holistic education and technical training to art risk youth at Escuela Agroecológica taking organic agriculture as inspiration. Origen's Study Center trains educators in our Education for Transformation model and small farmers in entrepreneurship, microfinance and organic agriculture. We work with networks of social entrepreneurs offering training in personal and organizational development to their beneficiaries.

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Chile

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

10.000 per year

#### ANNUAL BUDGET

US\$ 1,000,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

36%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Set up a high impact model of education and managment that is replicable by other highly vulnerable groups , in partnership with the State of Chile, foundations like AVINA and ASHOKA and private comapnies. The programs are being built into a system in order to cooperate with other similar projects in Latin America, India and Africa.
- 2) Reach economical sustainability (of non-subsidized programs) provided by Origen's venture in in tourism, sales of organic products as well as training and consultancy services.

#### BIGGEST HURDLES

- 1) Being pioneers in Chile in the fields of organic agriculture and holistic education we've had to overcome great resistance from authorities and local public, especially in the first years.
- 2) In terms of growth we've encountered some difficulties : having an increasing and accelerating demand that we weren't able to satisfy due to the lack of economical and human resources. We were confronted with giving in to the external pressure to grow fast or to take the option to grow at an organic and systemic pace maintaining the quality of our work.

#### PLANS IN THE COMING 3 YEARS

- 1) Continue the replicability process of educational model to support projects in other places of Latin America, India and Africa.
- 2) Increase the educational coverage expanding training in tourism , hotel managment and gastronomy. In our region these areas present growing business oportunities for small entrepreneurs and woking possibilities for students and family.



# Fernando S. Nilo Nuñez

## Recycla Chile SA

### Chile

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Vision: We want to be recognized as a leading Social Entrepreneurship in Non-Ferrous and E-Waste Recycling, while introducing a Triple Bottom Line management model (Environmental, Social and Economic).

Mission: Help our clients by providing a management solution for Metallic Non-Ferrous Waste and E-Waste. Our Nationwide services guarantee waste recycling and provide customers with added value through innovative, service-oriented efficient, and ethical actions.

Main activities: E-waste recycling service, Non-ferrous and ferrous metals recycling, destruction of electronic strategic assets and green seals for electronic equipment (OEM)

#### BUSINESS MODEL\*

Social Business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Chile

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

- Social impact : 25 workers during 2007
- Environmental impact : 20.000 persons – 200 companies are recycling today
- Academic : 2.000 people received the 1st E-Waste Recycling Book – 1525 students have heard

#### ANNUAL BUDGET

USD 2.000.000 (projected sales 2008)

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

%15 (projected for 2008)

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Innovation: Create a new Industry in Chile & Latinamerica. Before RECYCLA there was no solution for E-waste in the region
- 2) Academia : We have been a social entrepreneur role model for national and international Universities
- 3) Economic: We have achieved our financial break even point. Additionally, we have generated a new kind of exportation materials
- 4) Environmental: Recvclcd more than 1.000 tons per veaar of E-waste

#### BIGGEST HURDLES

- 1) Death Valley: The first two years nobody believed in our project, therefore we had financial problems
- 2) Recycling Fee: In Chile, the recycling concept only considered the recycling of paper, plastic and other materials from which it is received a payment instead of paying a recycling fee
- 3) Hybrid Organization: The social work in Chile is only in hands of Foundations, therefore to be a new actor has been a challenge

#### PLANS IN THE COMING 3 YEARS

- 1) Recycling Rate: Increase our actual recycling rate from 3% to the 10% towards the Chilean Bicentenary in the year 2010.
- 2) Replicability: Take our Entrepreneurship to other countries around the world, solving the E-waste problem, based on the Triple Bottom Line concept i.e.: Social, Economical & Environmental
- 3) Technology: Incorporate technology in our recycling process, through smart money i.e.: knowledge, money & skills



# Bernard Njonga

## SAILD

### Africa

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

The three organisations (SAILD, ACDIC and DAC) are all development-oriented in the sense that their missions are to improve on the living conditions of populations particularly the poor and underprivileged in the rural area through advocacy and lobbying activities.

#### BUSINESS MODEL\*

Leveraged Non-profit organisation

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Central Africa region and Europe considering the birth of the rural people magazine Eclat d'Afrique aimed at breaking the image of rural Africa which is always considered miserable and giving a more positive and valued image full of riches and

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

More than 3 million including farmers, traders, consumers, stakeholders

#### ANNUAL BUDGET

500.00

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

10%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The success campaign against the importation of frozen chicken in Cameroon. After the massive campaign and protest march, the government banned imports of frozen chicken and encouraged local production. This campaign gave credibility to ACDIC which is today referenced as the most important civil society in Cameroon and the Central African sub region
- 2) Collection of more than 630 000 signatures from the population for the subvention of agriculture in Cameroon.
- 3) Creation of DAC (Central African Regional Network of Civil Society Organisations)

#### BIGGEST HURDLES

- 1) Extreme poverty within the population is a great obstacle since mostly the poor consumed imported frozen chicken for its low price and are ready to go back to its consumption if imports were re-authorized
- 2) Weak engagement and absence of agricultural policy from the part of the government

#### PLANS IN THE COMING 3 YEARS

- 1) Strengthening and sustaining the achievements and impacts of the chicken campaign
- 2) Follow-up of the Food Sovereignty campaign and continuous participation in international negotiations like the WTO and EPAs
- 3) Obtaining agricultural subsidies from the government in order to support farmers who have been abandoned to themselves



# Cosmas I. B. Okoli

## Mobility Aid Appliances Research and Development Centre (MAARDEC)

### Nigeria

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

MISSION : To empower persons with disabilities through the provision of innovative and affordable mobility aids and appliances and complementary services to ensure that they are socially, economically and politically relevant in society.

MAIN ACTIVITY :Train persons with disabilities in the production of affordable mobility aids and appliances,job creation and placement ;free guidance and counselling services,mentoring, strategic empowerment summits ;micro-finance,and enterprise development :advocacy, public enlightenment ; promotion and encouragement to participate in sports, provision of free mobility aids and appliances through partnerships to the poorest of the poor.

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Nigeria

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

2.056 million

#### ANNUAL BUDGET

US \$ 1.5 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

55%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1)Empowerment of persons with disabilities through training in production of various mobility aids and appliances, job creation, enterprise development,micro-finance, advocacy,free counselling,public enlightenment, organisatio of motivational and strategic empowerment summits, encouragement to participate in sports.
- 2) MAARDEC has established partnerships with local and international companies and organisations to distribute mobility aids and appliances free of charge to indigent persons with disabilities since 1994. through its annual Reach-out Program.

#### BIGGEST HURDLES

- 1)Lack of enough accommodation of our own to fully carry out all our programs. We presently operate from inadequate, rented accomodation.
- 2)Lack of funds to expand and bring our services closer to over 17 million other persons with disabilities in remote areas of Nigeria.

#### PLANS IN THE COMING 3 YEARS

- 1)To acquire, develop and equip a property of our own to accommodate all our activities ; and expand our activities.
- 2)To raise funds to be able to franchise our model and extend our services to the doorsteps of Nigerians with disabilities in all 36 states and 774 local government areas andpossibly beyond.



# Péter Orbán

## Napra Forgó Kht (Sunflower Non-Profit Ltd)

### Hungary

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** Reintegrating those – disadvantaged (and especially the disabled/handicapped/ impaired or/and unemployed for a long period, over 50, etc.) – people into the society, who have lost their creative work, everyday activity, organizing principles for life, self-support, livelihood etc., through the tailor-made use of employment tools and through utilizing their available skills and developing their competences

**MAIN ACTIVITY:** To offer labour market services for the disadvantaged people in two ways: Directly employing them at our company, which fulfills outsourcing tasks for businesses in integrated working teams. On the other hand or following that period assisting them in finding individual employment, while sustaining the mental support.

#### BUSINESS MODEL\*

2) Hybrid non-profit ventures: A non-profit organization that includes some degree of cost-recovery through the sale of goods and services to a cross section of institutions, public and private, as well as to target population groups.

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

In a region in Hungary, close to Budapest, with a radius of about 20 Km.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

500.000 people in our current focus region

#### ANNUAL BUDGET

US \$ 400 K

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

60-70%

#### MOST IMPORTANT ACHIEVEMENT(S)

1) Employing about 50-60 disadvantaged (handicapped, disabled, over 50 and unemployed for several years, later: disadvantaged new entrants of the labour market, etc.) on an on-going basis (we started our 9th business year) and even more importantly in an integrated environment (integrated in working teams and the teams integrated with “normal” employees of the businesses we serve.

2) Through our direct and indirect preparation of the above disadvantaged, we have prepared 150-200 to become able to work again and succeeded in placing about 50 (additional) people in the primary labour market per annum.

#### BIGGEST HURDLES

1) Our competitors quote lower prices, because they do not employ officially their workers, but use tax-abusing methods.

2) We would need marketing and positioning support to get to the top managers' radar-screen at top companies, where the above competitors are not (or at least they are less) favoured.

#### PLANS IN THE COMING 3 YEARS

1) Marketing and PR actions to get known on the market of our current focus region

2) Expand the idea through similar companies into other regions in Hungary and expand the idea to other countries by creating a “franchise”-type documentation and know-how transfer



# María E. Ordóñez

## Fundación Arcandina

### Ecuador

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To promote citizenship and environmental values aimed at children through television and multimedia materials using the edutainment approach.

**MAIN ACTIVITY :** Develop multimedia educational material and campaigns aimed to change behaviors to face the climate change .

#### BUSINESS MODEL\*

Hybrid non-profit ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Headquartered in Ecuador, and actually beginning a regional projects

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

150,000 children and their families

#### ANNUAL BUDGET

US\$ 400,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

60%

#### MOST IMPORTANT ACHIEVEMENT(S)

1. Television series “The Adventures of Arcandina” actually are broadcasted trough private and public TV networks in USA, Colombia, Venezuela.
2. Develop the “Carta por la Vida” an environmental agenda to face the climate change developed for 3,000 children and teachers of all regions of Ecuador.
3. Established an important network of allies with several public and private organizations committed to protect the environment and the children’s rights.

#### BIGGEST HURDLES

- 1) Absence of an educational television culture.
- 2) Absence of a social responsibility to support environmental initiatives.

#### PLANS IN THE COMING 3 YEARS

##### EDUCATION

1. Information and awareness workshops for children and teachers regarding the climate change.
2. Develop educational material about the climate change for students and guides for teachers.
3. Develop a support virtual network to teachers.



# Reed Paget Belu Water United Kingdom

## MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION :** To use the tools of business in creating a sustainable balance between people and the planet.  
**MAIN ACTIVITY :** Belu seeks to create more sustainable options within the consumer goods marketplace. For example, Belu has launched the first carbon neutral bottled water brand which comes in the first compostable bottle. Belu has developed a 'climate conscious' consumer goods labeling system and is leading a campaign in the UK promoting tap water as the first choice in hydration. Lastly, Belu donates all its profits to clean water projects around the world.

## BUSINESS MODEL\*

Social business venture

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

UK

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

20,000 recipients of clean water thus far. Millions provided carbon

## ANNUAL BUDGET

£4 million in 2008

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) Launching UK's first compostable bottle and developing lowest carbon (and first carbon neutral) bottled water in the UK
- 2) Helping provide thousands in India and Mali with access to clean water.

## BIGGEST HURDLES

- 1) Finding seed capital for a business that uses its profits to fund water projects instead of paying investor dividends.
- 2) Affording top quality staff due to the shortage of start-up capital.

## PLANS IN THE COMING 3 YEARS

- 1) Partner with larger drinks company to drive expansion overseas.
- 2) Drive further eco-friendly innovations within the sector.



# Sheela Patel

## Society for the Promotion of Area Resource Centres (SPARC)

### India

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To create strengthen and facilitate large federated groups of the urban poor in India to find sustainable solutions to their actual lack of citizenship rights to secure tenure, housing and basic infrastructure access and livelihoods in cities and urban areas. Through local and global networks change how the world looks at slum dwellers

**MAIN ACTIVITY:** 1. SPARC works in partnerships with NSDF ( National Slum Dwellers Federation) and Mahila Milan two social movements of the urban poor in India to build capacities of their member federations through undertaking census of their constituencies to demand municipal and state acceptance of the numbers of households needing these amenities in city plans, manage savings and credit networks to address survival and livelihood issues, and undertake exchanges to scale up innovative strategies undertaken by some groups for national and international dissemination. 2. the alliance of

#### BUSINESS MODEL\*

SPARC is a Leveraged non-profit whose social business venture in the form of a not for profit construction company will finance on going capacity building of the federations

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Head quartered in Mumbai India and work in 72 cities and towns in India in 9 states, also Asian secretariat of Shack Dwellers International which operates in 23 countries in Asia Africa and Latin America

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

750,000 households in India

#### ANNUAL BUDGET

US \$ 3 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

30%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) the alliance of SPARC Mahila Milan and NSDF is now seen as a important national and international player in developing projects with and for the urban poor.
- 2) cities, national governments and some private sector organizations have begun to explore partnerships with the alliance of SPARC Mahila Milan and NSDF to produce workable solution that work for all in city and the poor.
- 3) SDI provides global stage for innovative local solutions to reach global policy makers as community leaders negotiate and discuss these directly themselves.

#### BIGGEST HURDLES

- 1) The speed and demand for change as quick fix solutions does not match the careful negotiations and process needed to produce solutions that the poor can benefit from. Global Capital enters local spaces and demands quick solutions from cities and impacts the emerging negotiations for real solutions.
- 2) Not enough organizations, professionals and experience on addressing urban habitat poverty issues in Asia and Africa where all poverty solutions are located in rural geographies at a time when the world is turning urban.

#### PLANS IN THE COMING 3 YEARS

- 1) Expand to medium and small towns where the real urban growth will be.
- 2) Support some initiatives in urban poverty work.



# Kristine Pearson

## Freeplay Foundation

### South Africa

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

##### MISSION

To transform lives of millions in Africa through dependable, self-sufficient and environmentally friendly technologies.

##### MAIN ACTIVITIES

In partnership with local organisations, we distribute of Freeplay Lifeline wind-up and solar powered radios to the poorest across sub-Saharan Africa focusing on orphans and other vulnerable children, women, refugees and the disabled. Research and development clean energy renewable lighting products for the poor which we will take to market in 2008.

#### BUSINESS MODEL\*

Hybrid non-profit ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Head-quartered in Johannesburg and London, with staff in the US, we work across sub-Saharan Africa, including South Africa, Kenya, Rwanda, Tanzania, Uganda, Sudan and Mozambique.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Over 6 million people to date. Number will soon double when radios are distributed in Southern Sudan.

#### ANNUAL BUDGET

US\$ 2.5 million globally.

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

None

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Lifeline radios, the only radios ever created for children living on their own and distance education, are reaching more than six million people who would otherwise not have radio access enabling them to make better choices and decisions. The Lifeline was created by FF in collaboration with Freeplay Energy plc and received seed funding from the Tech Museum of Innovation Awards.
- 2) Establishment of enduring on-the-ground partnerships with organisations such as PLAN Kenya, CARE Rwanda, Education Development Center Malawi, UNHCR and Nurturing Orphans of Aids for Humanity.

#### BIGGEST HURDLES

- 1) Obtaining quantifiable feedback from partner organisations who themselves are often under-resourced.
- 2) Funding for expansion.

#### PLANS IN THE COMING 3 YEARS

- 1) Create a Lifeline radio which is MP3 enabled whereby listeners can record programmes or play pre-recorded information. This could be revolutionary for rural development.
- 2) Create and distribute a range of clean, renewable energy portable lighting products which will replace hazardous candles and kerosene for lighting. Create various models of for and non-profit revenue streams.
- 3) Implement a large scale radio-based financial literacy project in SA aimed at orphans and other vulnerable children.



# Bilha Piamenta Kav-Or Israel

## MISSION AND ACTIVITIES OF THE ORGANIZATION

To minimize the damages suffered by the hospitalized child being cut off from school and his everyday environment. Providing Distant Learning. By the use of computers, smart software and electronic communication, which enables the child to stay connected to his school, friend and family, due to an illness or wounding. The child suffers physically, but he also finds himself in an unfamiliar scary surroundings, cut off his friends family, school and with very little control of what is happening to him. We try to help the hospitalized child and indirectly help his parents as well. The child can enter the enjoyable Kav-Or website and choose to learn, play or communicate.

## BUSINESS MODEL\*

Leveraged non-profit

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

We operate throughout the country.

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

120,000 hospitalized children every year

## ANNUAL BUDGET

US\$ 770,000

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

None

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) Kav-Or's highest achievement is the fact that we participate and a part of all 27 hospitals in Israel
- 2) Our other highest achievement is the fact that from an educational program we developed a medical database program and won the UNESCO prize for Medical internet sites.

## BIGGEST HURDLES

- 1) Our biggest obstacle is to get a steady budget in concurrence with the organizations goals
- 2) Another obstacle is to get volunteers qualifying with the projects criterion

## PLANS IN THE COMING 3 YEARS

- 1) We aspire at being a part of all children units in hospitals where we are not present yet, as well as to be present at psychiatric hospitals in Israel.
- 2) to obtain more friends of Kav-Or in Israel and the World.



# Roy L. Prosterman

## Rural Development Institute (RDI)

### USA

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : RDI is an international non-profit organization working to secure land rights for the world's rural poor.

Activities : RDI pursues its mission through four main activities: grass-roots research on the land needs of the rural poor; educating policymakers and foreign-aid donors that such needs exist and can be met in particular settings; helping the responsible government design relevant laws and policies; helping design and monitor implementation of such pro-poor land tenure programs.

#### BUSINESS MODEL\*

Combination of Leveraged non-profit and Hybrid non-profit venture.

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Global, with current emphasis in India, China, and several countries in Sub-Saharan Africa. Some present activity also in Pakistan, Indonesia, and Russia.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

100 million households, comprising over 400 million people.

#### ANNUAL BUDGET

About US\$ 2.5 million.

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

Averages around 33%.

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Advice leading to adoption of 30-year documented, transactable, and renewable land rights for Chinese farmers, now implemented in about two-fifths of all villages.
- 2) Advice leading to adoption by four Indian states and just-announced national program for providing micro-plot ownership to the rural landless.

#### BIGGEST HURDLES

- 1) Getting land rights on the screen as a vital and practical pro-poor intervention in numerous settings around the world.
- 2) Help ensure, in a range of land rights initiatives, priority for the access and land rights of women.

#### PLANS IN THE COMING 3 YEARS

- 1) Advising on successful further implementation in China (Chinese government has stated 90% goal) in face of many local officials' desire to capture increased value of farmland for non-agricultural purposes.
- 2) Growing RDI responsibly, but substantially, to meet need for advice on micro-plot distribution potentially extending to most of India's 28 individual states, each with its own program.



# Lejla Radoncic

## Bosnian Handicrafts

### Bosnia and Herzegovina

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Preserving and promoting of the cultural heritage of B&H and its people and promoting of BH handicrafts  
Contributing to reducing of poverty in B&H through creating job in traditional activities and especially through economic empowerment of women  
Enhancing economic growth of the region, in particular of rural areas  
Engagement in promoting local entrepreneurship and development of business oriented culture in general, with special emphasis on promoting and acknowledging social entrepreneurship category  
Supporting SME, humanitarian organizations, associations, co-operatives and other types of organized groups for the purpose of their economic and organizational growth

#### BUSINESS MODEL\*

1) Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Bosnia & Herzegovina, USA, UK and France

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Cca 700 producers and couple thousand customers

#### ANNUAL BUDGET

Cca 300.000 EURO in 2007

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

Nearly 90% in 2007

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1)Percentage of sustainability
- 2)Number of beneficiaries

#### BIGGEST HURDLES

- 1) Destimulating political and economic situation in B&H
- 2) Poor access to grant money and extremely high interest rate for the bank loans

#### PLANS IN THE COMING 3 YEARS

- 1) Branding and registering the trade mark
- 2) Expanded production and markets



# Robert Roth

## Job Factory Basel AG

### Switzerland

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: to enable and equip young people to make the leap from education to employment in the free market economy as quickly and effectively as possible for all stakeholders – young person, employer, Government. The goal is to avoid that young people are stigmatized through participation in welfare programmes before they have even had a chance to begin their careers.

Activities: Work experience in a limited company offering a choice of jobs in more than 15 different areas of work including sales, gastronomy, carpentry, digital printing, IT, accounting, office work, montage, recycling... Plus on the job training, schooling, personality development and training in interview techniques, writing resumés etc

#### BUSINESS MODEL\*

Social business ventures: The entrepreneur sets up a business but profits generated are reinvested in the enterprise to fund the social mission. Wealth accumulation is not a priority. Entrepreneurs seek investors who are interested in

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Basel, Switzerland

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Ca. 1200 young people to date. Ca. 250 every year.

#### ANNUAL BUDGET

US\$ 13 Million pa

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

84%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The founding of Job Factory Basel AG, the implementation and management of the organization with ever-increasing financial success accompanied by the success stories of the young people who have been helped.
- 2) A concept for the multiplication of Job Factory as a franchise model for rollout in other cities and countries is available.

#### BIGGEST HURDLES

- 1) Financial – to increase own-funding and decrease % capital lent by banks and other institutions. Also to encourage, help and support other cities/groups to start job factories in their area when Job Factory Basel is still in its pioneer phase.
- 2) To persuade the business world that Job Factory is a model which would also work for them!

#### PLANS IN THE COMING 3 YEARS

- 1) To continue to implement and live “Best Practice” in Basel
- 2) Together with leading international business people and entrepreneurs to promote the concept of Job Factory’s multiplication in Switzerland and other countries throughout the business world – everywhere where youth unemployment is or promises to be an issue in and for the future!



# Marco Roveda

## LifeGate Group

### Italy

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

LifeGate is an entrepreneurial venture set up to promote a new business model "People, Planet, Profit".  
LifeGate started its activity with a Media Network (Radio, Web site, Magazine) in order to promote and develop responsible and conscious consumptions. Now LifeGate's core business is the development of concrete CSR projects with companies and organizations. The most important project is "Zero Impact", a project that anticipates the application of Kyoto Protocol in order to reduce and compensate the CO2 emissions of products, services or events.

#### BUSINESS MODEL\*

Social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Italy and Europe

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

100.000 subscribers, 1.500 businesses, 450.000 radio listeners and 300.000 web visitors

#### ANNUAL BUDGET

€ 10 millions

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Start up of the Italian organic market with Fattoria Scaldasole
- 2) Strong impact and drive of the CSR Italian trend
- 3) CO2 compensation of more than 150 millions products in the market

#### BIGGEST HURDLES

- 1) Shortage of funds in order to develop the business; the Italian market was and is not ready to recognize the fair value of the initiative and allow the necessary revenues to sustain the activity

#### PLANS IN THE COMING 3 YEARS

- 1) To develop the activity in Europe
- 2) To reach a sustainable economic balance



# Sanjit (Bunker) Roy Barefoot College India

## MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : The long-term mission of the Barefoot College is to improve the quality of life of the marginalized, exploited and impoverished rural poor living on less than \$1/day and facilitate their development with dignity and self respect.

The work style and life style reflects the importance and relevance of Mahatma Gandhi's message today.

- knowledge, skills and wisdom found in the villages can be used for their own development;
- technology can be demystified and decentralized into the hands of the rural poor;
- there is a difference between literacy and education
- marginalized women be given equal opportunities to learn; and
- all waste should be recycled.

Issue focus: empowerment, demystification of technology, poverty alleviation, decentralisation, environment, social inclusion, education, drinking water and sanitation, non-conventional energy, self employment and health

## BUSINESS MODEL\*

Leveraged non-profit

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

India/Asia/Africa/South America

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

1 Million all over the world.

## ANNUAL BUDGET

US\$ 2 million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

30%

## MOST IMPORTANT ACHIEVEMENT(S)

Trained middle aged semi-literate women who have never left their villages in their lives from 10 countries all over the world to be barefoot solar engineers in 6 months

- The first and only College in Rural India built by the rural poor, run by the poor for the poor
- Trains and empowers poor rural marginalized villagers, primarily through building and managing their own roof top rainwater harvesting and decentralised solar electrification systems
- provides clean water for 900,000 men,women and children, solar lighting for 100,000 people and education for over 75,000 children in Night Schools since 1975
- The 'barefoot' approach of solar electrifying villages and collecting rain water has been replicated across India and increasingly to deprived rural areas abroad in Afghanistan, Ethiopia, The Gambia, Sierra Leone, Cameroon, Bolivia, Senegal and Mali(Timbuktu). In 2008 in Mauritania, Bhutan and Benin

## BIGGEST HURDLES

Changing mindset of planners, policy makers and donors to believe that the rural poor can identify and solve their own problems without any help from "outside" : that they have the knowledge, skills and wisdom to improve the quality of their own lives without interference and advice from urban paper qualified "experts"

Preventing migration from rural to urban areas so that the incredible knowledge, skills and practical wisdom is not lost in the soul destroying slums in cities

## PLANS IN THE COMING 3 YEARS

To demonstrate the universal importance, relevance and urgency of the « barefoot » approach and apply it in remote rural poor inaccessible communities all over the world where the need is great.



# Martha I. Ruíz Corzo

## Grupo Ecologico Sierra Gorda, IAP (GESG)

### Mexico

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Our mission is to contribute to a better quality of life of the population, by the means of an efficient solid waste management system. An efficient solid waste management system facilitates cleaner cities and generates employment.. Ciudad Saludable (CS) supports establishment and operation of community-organized collection, recycling and disposal enterprises; works with public agencies to ensure that trash removal services are coordinated and backed by public officials; supports initiatives to combat illegal dumping; conducts public education campaigns to change habits of individuals and large institutions, and operates an organic demonstration farm to train farmers in using compost and recycled organic waste. At a national and international level, the CS team promotes policies and legislation and assists in the development of national plans to improve solid waste management and support replication of its enterprise-driven model

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Peru, Mexico, and Venezuela

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Six Million Peruvians

#### ANNUAL BUDGET

US\$ 469,974.00

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

40%

#### MOST IMPORTANT ACHIEVEMENT(S)

1. Secured partnerships with 60 municipalities in Peru.
2. Promoted the creation of 25 micro-enterprises for the processing of solid waste.
3. Created 230 new jobs among recyclers.
4. 750,000 people have benefited from effective waste collection services.
5. Organized 1,500 recyclers that used to work informally collecting waste from dumpsites.

#### BIGGEST HURDLES

1. Lack of well-trained professionals in the areas of waste management in the regions where Ciudad Saludable operates.
2. Inefficient staff at the municipal government level. They are very important for our programs since Ciudad Saludable works in partnership with local municipalities.
3. Local governments / municipalities are ill prepared to execute long-term projects.

#### PLANS IN THE COMING 3 YEARS

1. Replicate our integrated solid waste management model in Lima.
2. Work with recyclers from Bolivia, Ecuador and Colombia, besides Peru.
3. Consolidate Ciudad Saludable as a leading environmental organization



# Barbara Sadowska & Tomasz Sadowski

## Barka

### Poland

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: The Foundation aims at rendering assistance to the handicapped, unemployed, homeless, former prisoners, single-parents, children and youth in difficult life situations, and addicts to recover and develop through mutual assistance.

Main Activity: To accomplish its goals, Barka created four complementary programmes: 1) communities creation, 2) socio-educational and entrepreneurial programmes, 3) creation of workplaces and social cooperatives and 4) accessible housing. In 2004-2005 the Foundation transformed its activities: from an organization directly implementing activities to an organization which animates diverse environments to undertake initiatives for social and economic integration of the weakest groups. The programs created by Barka are presently administered by independent organizations, which are members of the BARKA NETWORK and count on its experience and support.

#### BUSINESS MODEL\*

Leveraged non-profit and social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Poland, England and Ireland.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Since 1993, Barka has set up 25 communities across Poland, constructed a social housing settlement & currently provides a more dignified way of life for about 1000 residents. About 5,000 people a year are offered other direct assistance in several train training centres across Poland. A structure is being created in several EU countries to help A8 migrants.

#### ANNUAL BUDGET

US\$ 1 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

15%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Barka has established several local partnerships with local authorities, work market institutions, scientific, educational and training institutions, NGOs and civic society initiatives, working to establish social cooperatives, social enterprises and associations. New local partnerships are being built.
- 2) Barka has established branches in UK and Ireland to help unemployed migrants, working in cooperation with local authorities and local organizations.

#### BIGGEST HURDLES

- 1) From the analysis of the pilot project appears that in one of London's boroughs, the Hammersmith & Fulham, about 100 Poles are in extremely difficult situation, and this means that, in the scale of the whole London there are from 3 to 5 thousand Poles "on the streets", squats, garages, parks, etc.
- 2) Growing fast enough to keep up with the demand from the unemployed and migrant people in the EU.

#### PLANS IN THE COMING 3 YEARS

- 1) Barka's model is being replicated in other regions in Poland and other countries.
- 2) New branches are being established in France, Germany, Denmark and Italy.



# Tomasz Sadowski

## Barka Foundation for Mutual Help

### Poland

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: The Foundation aims at rendering assistance to the handicapped, unemployed, homeless, former prisoners, single-parents, children and youth in difficult life situations, and addicts to recover and develop through mutual assistance.

Main Activity: To accomplish its goals, Barka created four complementary programmes: 1) communities creation, 2) socio-educational and entrepreneurial programmes, 3) creation of workplaces and social cooperatives and 4) accessible housing. In 2004-2005 the Foundation transformed its activities: from an organization directly implementing activities to an organization which animates diverse environments to undertake initiatives for social and economic integration of the weakest groups. The programs created by Barka are presently administered by independent organizations, which are members of the BARKA NETWORK and count on its experience and support.

#### BUSINESS MODEL\*

Leveraged non-profit and social business ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Poland, England and Ireland.

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Since 1993, Barka has set up 25 communities across Poland, constructed a social housing settlement and currently

#### ANNUAL BUDGET

US\$ 1 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

15%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Barka has established several local partnerships with local authorities, work market institutions, scientific, educational and training institutions, NGOs and civic society initiatives, working to establish social cooperatives, social enterprises and associations. New local partnerships are being built.
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#### BIGGEST HURDLES

- 1) From the analysis of the pilot project appears that in one of London's boroughs, the Hammersmith & Fulham, about 100 Poles are in extremely difficult situation, and this means that, in the scale of the whole London there are from 3 to 5 thousand Poles "on the streets", squats, garages, parks, etc.
- 2) Growing fast enough to keep up with the demand from the unemployed and migrant people in the EU.

#### PLANS IN THE COMING 3 YEARS

- 1) Barka's model is being replicated in other regions in Poland and other countries.
- 2) New branches are being established in France, Germany, Denmark and Italy.



# Eugenio Scannavino Neto

## Health and Happiness Project / Amazônia Brasil

### Brazil

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: To support participatory, integrated and demonstrative processes of Comprehensive and Sustained Community Development.

Activities: It offers integrated and sustainable community development in the areas of social organization, health, sustainable forest management and agro-ecology, income generation, education and culture, gender, children and adolescents, popular communication and participative research. The objective is to support community development managed by the population itself. These processes interact with and serve as alternatives to public policies.

#### BUSINESS MODEL\*

Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Brazilian Amazonia, East of Pará, 3 Municipal Districts (Santarem, Belterra and Aveiros), three rivers, Amazonas, Tapajós and Arapiúns

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

The project works with 150 local communities, and 30,000 people.

#### ANNUAL BUDGET

U\$ 2.000.000,00

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

5%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) 100% basic sanitizing. 98% immunized children. Hospital boat for all the local population.
- 2) 150 legalized communities land and 50% increase in income generation. 1 million hectares of forest protected by the communities.

#### BIGGEST HURDLES

- 1) Financial instability.
- 2) Not enough strength to face deforestation pressure.

#### PLANS IN THE COMING 3 YEARS

- 1) To set an endowment fund and to triple institutional advancement.
- 2) Double replica of this model in another areas and contexts. Integrate with Public Policies and consolidate the self sustainability of all programs.



# Markus H. Seidel

## Off Road Kids Foundation

### Germany

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Off Road Kids runs the only « Countrywide Street Social Work System for „runaways“ in Germany. The aim is to achieve that the „runaways“ never become street-kids at all. We try to find the best perspective for each runaway as fast as possible. Therefore we've got up to five pedagogues in each of our Street Social Work-Branches in Berlin, Hamburg, Dortmund and Cologne. Streetkids who cannot find prospective help in their families or in their home town youth welfare, can be given accommodation and help by the intensively cared-for Foster Homes in Bad Duerrheim (the Black Forest). A Parents Hotline offers pedagogical support for runaways' parents.

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Germany

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Up to now Off Road Kids got more than 1100 young people off the street .(since 1994).

#### ANNUAL BUDGET

€ 1,8 Mio. plus Investmensts (Foster Homes, etc.)

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

~ 20 % (Foster Homes only)

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) There are nearly no longtime-streetchildren in Germany anymore as long as Off Road Kids' Street Social Workers are active. « Professional » runaways will find new perspectives in short time with our intensive an sustainable support. (The Street Social Work is supported by the Vodafone Foundation and Deutsche Bahn AG.)
- 2) With our countrywide network we are offering case-management with high effectiveness. (Area-mangement is common in Germany's welfare system up to now.)
- 3) Thanks to our pedagogical concept "Affectionate Strictness" which aims for results, most of the « unteachable » Children who lived in the Off Road Kids children's home reach o-level or higher secondary school qualifications (Realschule or higher). This level is not extremely extraordinary in German Forster Homes.

#### BIGGEST HURDLES

- 1) Up to now there is no financial support from the Government for our Countrywide Street Social Work.
- 2) The combination of a non-profit foundation and an implemented social entrepreneurship causes huge fiscal problems. Since Bismarck, in Germany somehow social work and financial success seem to be considered a mismatch - even though many monasteries earned the money they needed for social work with their own breweries.

#### PLANS IN THE COMING 3 YEARS

- 1) Hence, Off Road Kids is aiming to establish a profitable services sector: We want to set up a highest-quality private kindergarten with educational focus that offers flexibility to parents. This kindergarten will be a model for a franchising system.
- 2) There is only one way to change social services for youths in Germany into an effective and result oriented system of care: Staff need to implement pedagogical concepts combined with skills in management, communication and general knowledge. Off Road Kids wants to give an impulse and are planning to establish an academy, offering studies on bachelor level to experienced educators without A-level- or university qualification



# Tasneem A. Siddiqui

## Action Research for Shelter (SAIBAN)

### Pakistan

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To demonstrate that affordable housing can be provided to urban poor who are surviving on US \$ 2 a day, if an innovative approach focusing attention to targeting, affordability incrementality and transparency is adopted.

**Activity:** The Incremental Housing Development Scheme, popularly called Khuda-Ki-Basti, is an internationally acclaimed innovation in low-income housing. Khuda-Ki-Basti addresses the failure of public housing for low-income urban residents and significantly improves on the solutions provided by the informal sector that have been widely applied across urban concentrations in the developing world.

#### BUSINESS MODEL\*

Social business venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Pakistan

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Around 8000 families

#### ANNUAL BUDGET

US \$ 1 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The Incremental Housing Development models has so far provided affordable land to about 8000 families where they have constructed houses with their own money. The project has been tested at eight different locations in Pakistan.
- 2) The Government of Pakistan has included this model in its National Housing Policy. House Building Finance Corporation- the largest public sector organization, has agreed to form a Social Housing Company in collaboration with Saiban with a seed capital of Rs. 250 million.

#### BIGGEST HURDLES

- 1) Availability of land at affordable prices
- 2) Lack of seriousness and corruption at government level especially in the utility organizations

#### PLANS IN THE COMING 3 YEARS

- 1) Launching a social housing company in collaboration with House Building Finance Corp
- 2) Starting a joint venture with a private sector developer to demonstrate that it is a business model where profits can be generated together with a social mission



# Jack Sim

## World Toilet Organization Ltd

### Singapore

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** To build a global network and become a service platform of all toilet organizations wherein they can learn from one another and leverage media and corporate support that in turn, can influence governments to promote sound sanitation and public health policies. To bring social entrepreneurship to the poor.

**MAIN ACTIVITY:** World Toilet Organization organizes the annual World Toilet Summit and World Toilet Expo and forum that bring together thousands of participants from 44 countries to address the issues of toilet and sanitation. In addition, WTO declared November 19 as World Toilet Day, now being celebrated by WTO's member organizations worldwide to increase public awareness on these important issues.

#### BUSINESS MODEL\*

Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Global

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Over 200,000 direct beneficiaries

#### ANNUAL BUDGET

US \$150,000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

20 – 25 %

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Annual Events – World Toilet Summit Series and World Toilet Day
- 2) Formation of Sustainable Sanitation Alliance

#### BIGGEST HURDLES

- 1) Manpower
- 2) Funding

#### PLANS IN THE COMING 3 YEARS

- 1) Creation of Sanitation Marketplace
- 2) Development projects with member organizations
- 3) Sanitation Regional Training Units in 3 countries



# Maqsood Sinha & Iftekhar Enayetullah

## Waste Concern

### Bangladesh

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

To convert waste into resource and create job opportunity for the poor by promoting waste recycling

#### BUSINESS MODEL\*

Hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Bangladesh, Vietnam and Sri Lanka

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

593,511

#### ANNUAL BUDGET

US\$ 418,632

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

20%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Developed a replicable organic waste recycling model, which can reduce green house gas as well as produce organic fertilizer.
- 2) Secured partnership with banks (FMO and Triodos of the Netherlands) as well as foreign company `World Wide Recycling BV. (WWR), a Dutch private company to have equity investment in the scaling-up of the model Clean Development Mechanism (CDM) of the Kyoto Protocol.

#### BIGGEST HURDLES

- 1) Getting concession contract with municipality of Dhaka
- 2) Getting permits and licences from different agencies in Bangladesh

#### PLANS IN THE COMING 3 YEARS

- 1) Scale-up of the model in Bangladesh as well as in Vietnam & Sri Lanka using Clean Development Mechanism (CDM) of the Kyoto Protocol.
- 2) Produce organic products such as vegetable spices and cotton.
- 3) Expand the model to other developing countries in South and South-east Asia.



# Anne-Karine Stocchetti

## Optimomes

### France

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

OPTIMOMES is an organisation which provides child minding services in the home (GEPETTO) alongside a crèche network (Les Minuscules) and an European Programme EQUAL (ALICE).

Enabling families to conciliate work life and family life is our priority with the children's interest at heart.

#### BUSINESS MODEL\*

2) Hybrid non-profit ventures: A non-profit organization that includes some degree of cost-recovery through the sale of goods and services to a cross section of institutions, public and private, as well as to target population groups.

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

France

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

GEPETTO : 1053 families / 1800 children      ALICE : 350 actors (institutions and childhood professionals)

#### ANNUAL BUDGET

€ 630 000

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

12%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) 8 in new GEPETTO franchises
- 2) Organisation conferences and meetings around conciliation between Family life and work Life
- 3/ A software development named "les Lunettes d'ALICE" which helps families to look for child minding services on a predefined area.

#### BIGGEST HURDLES

- 1) to convince private businesses to include the cost of child minding services into employees salaries.
- 2) to link the financial providers private and public to encourage liaison between the two in order to create a dynamic relationship the social fields and the economic markets.

#### PLANS IN THE COMING 3 YEARS

- 1) To develop and to expand the "GEPETTO" network and our child minding services "Les Minuscules" and our child minding tools "Les Lunettes d'ALICE".



# Jacek Strzemieczny

## Center for Citizenship Education (Centrum Edukacji Obywatelskiej)

### Poland

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

To provide young people with the knowledge, skills and self-confidence that will allow them to be civically and socially active. Every young person wants every social problem, he learned about, to be resolved and very often is ready to engage in the process. To maintain this attitude he needs experience of social involvement while he is still young. It is a task of adults and schools to develop social entrepreneur's attitudes. Activities: A portfolio of educational change projects addressed at policy makers, teachers and students themselves. Promotion of school work which not only gives students knowledge and skills but also empowers students.

#### BUSINESS MODEL\*

Hybrid non-profit ventures

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Poland

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

6 000 schools, 20 000 educational leaders, 50 000 teachers, 2 000 000 students

#### ANNUAL BUDGET

\$ 2,2 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

46%

#### MOST IMPORTANT ACHIEVEMENT(S)

1. CCE is in Poland widely recognized as a key institution in assisting schools in improving quality of their work as such is influencing national educational policy.
2. CCE is working on an on-going basis with around 1.000 schools and 200 local authorities.
3. CCE has strong base of trainers, leaders and the operational capability to support around 1.000 schools.

#### BIGGEST HURDLES

1. The limitation of organizational structure and resources to work effectively with the constantly growing number of schools and local governments at the same time.
2. A lack of understanding by educational leaders and general public of the importance of preparing students for social entrepreneurship and active citizenship

#### PLANS IN THE COMING 3 YEARS

1. To improve the organizational and human capacity of the CCE to allowed it to work simultaneously and effectively with 1500 schools, their principals, schools educators and local governments.
2. To use European funds to finance CCE goals and objectives.



# Erzsébet Szekeres

## Összefogás Industrial Cooperative

### Hungary

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

The institution provides permanent home, as well adequate physical, health and psychic care for youngsters with mental and multiple disability. We do our best to work according to normalisation and integration policies

#### BUSINESS MODEL\*

3) social business venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Throughout Hungary in 18 cities

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

570

#### ANNUAL BUDGET

1 billion and 2 million Forint - 5'750'000 USD

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

Zero profit ( as the number of beneficiaries has been restricted

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) with our special methods we managed to employ the most seriously disabled people
- 2) the life standard of our clients has reached (even if with some help) the average Hungarian

#### BIGGEST HURDLES

- 1) economic and legal environment
- 2) general shortage of capital

#### PLANS IN THE COMING 3 YEARS

- 1) after the change in 2007 we would like to adapt to the new circumstances (new employees and programs)
- 2) to find investors to add further two new preparation homes (felkészítő otthon), where a new and complete programme would take place



# Mechai Viravaidya Population and Community Development Association (PDA) Thailand

## MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: Empowerment of the poor.

Activities: Poverty alleviation, micro-credit for income generation, health, family planning and HIV/AIDS prevention, education, democracy, and environment.

## BUSINESS MODEL\*

Establish Businesses for Social Progress (BSPs) as separate tax-paying legal entities. Profits can only be used as reserve, business expansion and donated to PDA and other charitable entities.

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Southeast Asian Countries: Thailand, Philippines, Cambodia

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Approximately 12 million (1/5 of the population of Thailand)

## ANNUAL BUDGET

\$16 million

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

57%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) Reducing population growth from 3.3% in 1974 to 0.5% in 2005; and from 7 children per family to 1.5 in a 30 years period.
- 2) World Bank estimated HIV/AIDS prevention activities to have prevented approximately 7.7 million Thai people from being infected with HIV from 1990 to 2004.

## BIGGEST HURDLES

- 1) Inadequate business skills to generate more income and profit for both the non-profit and charitable endeavours of PDA.
- 2) Inadequate resources to scale up both non-profit and for-profit endeavours.

## PLANS IN THE COMING 3 YEARS

- 1) Expand the VDP between companies and rural villages to eradicate poverty in Thailand and South-East Asia.
- 2) Establish more BSPs to generate more profit to fund the expansion of charitable and social endeavours.



# Petra Vitousova

## Bily Kruh Bezpeci, o.s.

### Czech Republic

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: support to crime victims, witnesses and survivors of crime victims

Activities: direct face to face support (network of advice centres), telephone crisis intervention (two helplines), specialised programs (eg.intervention centre for victims of domestic violence, therapy, trainings, legal proposes)

#### BUSINESS MODEL\*

1 Non-profit organisation which provides legal and social services free of charge, discretely, impartialy

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

The Czech Republic

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

9.000 contacts with clients / a year (1.500 face to face)

#### ANNUAL BUDGET

425.000 eur in 2007

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

2,5 %

#### MOST IMPORTANT ACHIEVEMENT(S)

1) application of the new law ; setting up the network of 15 intervention centres in the CR ; development of BKB's services and work places ; dissemination to Georgia (cooperation with local NGO and police) ; cooperation with polish Ministry of Justice ; BKB's project on domestic violence recognised as the best one in the CR and nominated for ECPA awards ; nomination of BKB as « The best lawyer of the year 2007 » in the CR

2) sucessful project (supported by EU) – so far the biggest project of BKB

#### BIGGEST HURDLES

1) difficult administration of the EU and state projects

2) rise in prices – energy, rent, payroll etc.

#### PLANS IN THE COMING 3 YEARS

1) building of network for specialised support to vulnerable victims and victims of latent crime

2) dissemination of our experience abroad (eg. Poland, Georgia, Russia, Belorussia)



# Rose Volz-Schmidt

## Wellcome

### Germany

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission: wellcome wants to improve the conditions for families in Germany. Having children is not only a private affair. Society must provide a nurturing atmosphere, so that parents may experience support in child rearing. Following the African adage, an entire village is responsible for the welfare of its children.

Main Focus: wellcome supports families in the first months after the birth of a child. Staffed by experts as well as volunteers, the organization aids the parents by providing homecare visits, ultimately alleviating stress that may lead to violence against children. To this end, team coordinators take phone calls from families in need, and recruit and train volunteers.

#### BUSINESS MODEL\*

Social business venture : Specifically a social franchise system

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

In Germany, headquartered in Hamburg.  
Headquartered in Hamburg now have wellcome

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

Currently 2,500 families

#### ANNUAL BUDGET

400.000 € for the headquarter

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

20%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) The most important achievement is that our organization is able to assist mothers with newborn babies during the critical early months after the birth.
- 2) wellcome offers effective networking between social systems. While wellcome works with state sanctioned networks, it also offers independent assistance to new mothers in need.

#### BIGGEST HURDLES

- 1) To find high-performance social institutions, that realize the value of our organization.
- 2) To find investors, who will contribute to this innovative program.
- 3) To build a legal structure for our organization.

#### PLANS IN THE COMING 3 YEARS

- 1) to create 200 wellcome-teams throughout Germany.
- 2) to provide work for over 200 employees while maintaining 3000 wellcome-volunteers.
- 3) to develop further social projects, which will aid young families.



# Bart Weetjens

## APOPO International

### Tanzania/Belgium

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : APOPO addresses humanitarian challenges of vulnerable communities by training and using sniffer rats and building animal detection expertise.

#### BUSINESS MODEL\*

Leveraged non-profit transiting into hybrid non-profit venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

APOPO is a Belgian NGO, operating in Tanzania, Mozambique, and expanding in the African Great Lakes Region

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

500.000 to 1.000.000

#### ANNUAL BUDGET

EUR 1.5 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

92%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 1) Endorsement by 11 African governments in the Great Lakes Region of HeroRATS ( landmine detection rats) accredited according International Mine Action Standards
- 2) Diagnosing an average of 8 TB patients weekly, in Tanzanian cities, that have been ignored by standard microscopic tests in government health centers, by means of TB sniffer rats that can screen 40 sputum samples in 7 minutes (while a lab technician needs a whole day to process the same 40 samples by means of a microscope)

#### BIGGEST HURDLES

- 1) ensuring sustainable organizational capacity growth while replicating operational projects in the Great Lakes Region
- 2) changing perception about RATS with the broad public

#### PLANS IN THE COMING 3 YEARS

- 1) Setting up additional operations in at least 2 out of the 11 Great Lakes Region countries
- 2) Convincing the WHO to gain accreditation of TB detection rats, and getting the business model right to allow for exponential replication



# Wu Qing

## Beijing Cultural Development Center for Rural Women

### People's Republic of China

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

Mission : to empower rural women with gender and rights of citizenship and tap their potentiality so that they could become independent and self reliant, due to the reason that they are human beings first, women second

Main Activity : to offer gender and legal education, provide life skills training, legal services and information services computer, kindergarden

#### BUSINESS MODEL\*

Leveraged non-profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Based in Beijing, serving rural women, mainly in poverty-stricken areas of China

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

55,000 women and men, men making up about 1.5%

#### ANNUAL BUDGET

\$1,023,503

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

0%

#### MOST IMPORTANT ACHIEVEMENT(S)

1.Recognized by the Public and the government :The Center awarded the most responsible NGO of 2005 by the public, the Training Center chosen as Model Institutionfor for Public Service by 10 National Educational Organizations ; Training Center has received funding from district and Beijing Municipality governments

2.Trainees say, « Their lives have changed after being empowered and professionally trained.>

#### BIGGEST HURDLES

1)Policies towards NGOs are not friendly. Sometimes there is serious competition between NGOs, struggling for funding.

2)It is not easy for NGOs to recruit people when economic pressure is so great.

#### PLANS IN THE COMING 3 YEARS

1) to further clarify our mission, vision and target groups, improve organization and project management so as to have better results and get more publicity 2) to set up some centers in areas our trainees are concentrated so that we could offer training there to reach more women



# Mel Young

## The Homeless World Cup

### United Kingdom

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION :** There are one billion homeless people living in our world today. The Homeless World Cup exists to end this, so we all have a home, a basic human need. We use football as a trigger to inspire and energise people who are homeless to change their own lives, improve their health and education. By this approach the Homeless World Cup creates better opportunities for people who are currently homeless and excluded and reduces homelessness on a global level. Our ambition is to work with one million players in 75 nations by 2012.

**MAIN ACTIVITY :** The Homeless World Cup is an annual, international football tournament, uniting people who are homeless and excluded to take a once in a lifetime opportunity to represent their country and change their lives. It has triggered and supports over 50 grass roots football projects in 50 nations working with homeless people through the year.

#### BUSINESS MODEL\*

Social Business Venture

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

United Kingdom headquarters with partnerships with grass roots projects in over 50 nations

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

25,000 per year

#### ANNUAL BUDGET

US\$ 3 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

90%

#### MOST IMPORTANT ACHIEVEMENT(S)

1) Impact on the players : Research 6 months afterwards consistently demonstrates that 77% of players who are homeless change significantly coming off drugs and alcohol, moving into homes, jobs, training, education, repairing family relationships, becoming coaches and semi pro football players.

2) Impact on the local grass roots : The Homeless World Cup has triggered the set up of over 50 local grass roots football programs in 50 nations. Those initially set up within a street paper organisation are now branching into their own fully-fledged organisations specifically for football for inclusion and expanding their reach and effectiveness as they grow. 31 nations run or plan to develop a national street league, 48 nations hold national qualifications, 25,000 players are involved as a result.

#### BIGGEST HURDLES

1) Securing sufficient income and funding to scale up to meet the huge demand and fulfil the powerful potential. The Homeless World Cup has demonstrated the power of football to change lives and the demand is outstripping supply.

2) Managing relationships with 50 nations to ensure quality and effectiveness of programmes

#### PLANS IN THE COMING 3 YEARS

1) To involve one million players in 75 nations by 2012

2) Add 8 nations for a Women's Homeless World Cup in Melbourne in 2008.

3) Set up five regional hubs in Asia, Africa, South America, North America, Europe to develop sustainable, local projects based on the Homeless World Cup model.

4) Develop an international training centre, a global centre of excellence, providing coaching master classes to establish new local football projects throughout the world.



# Kyle Zimmer First Book USA

## MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION :** To provide an ongoing supply of new books and educational materials to children from low-income families.

**ACTIVITIES :** Since 1992 First Book has distributed over 55 million new books to children in need in thousands of community-based programs across the United States through three innovative channels: the First Book Advisory Board network, the First Book National Book Bank, and the First Book Marketplace. Built on a passionate belief in the integration of efforts across sectors, First Book leverages private-sector models and partnerships in support of its mission through innovative, cause-based marketing campaigns, which continue to account for over 75% of First Book's funding.

## BUSINESS MODEL\*

#3 Social Business Ventures

## GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

US, Canada, Colombia, Mexico

## NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

7 Million Children

## ANNUAL BUDGET

US \$40 Million (\$3.6 million operating budget)

## PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

80%

## MOST IMPORTANT ACHIEVEMENT(S)

- 1) Volume of Impact : 55 million new books distributed; 15,000 already registered for future distributions.
- 2) Innovation: Launched three efficient channels of distribution – First Book Advisory Boards, First Book National Book Bank, and First Book Marketplace – to reach the estimated 200,000 programs in the US alone within five years. Each expands the capacity of the one before it to meet the staggering demand of these programs for new books. The most recent, the First Book Marketplace, applies base-of-pyramid economics, aggregating these programs into a new consumer segment – transforming the literacy landscape.

## BIGGEST HURDLES

- 1) Funding to take the enterprise to scale
- 2) Technology and logistical infrastructure development

## PLANS IN THE COMING 3 YEARS

- 1) Expand number of programs reached from 15,000 to 100,000 – on our way to 200,000
- 2) Expand offerings on the Marketplace to include 1,500 book titles as well as art supplies.
- 3) Expand to India, Colombia, Mexico, modifying the model to meet the needs of those environments and supplying books intrinsic to those cultures.



# Ariel Zylbersztein

## Cinepop

### Mexico

#### MISSION AND ACTIVITIES OF THE ORGANIZATION

**MISSION:** Provide new health, education, housing, and work and money opportunities to low income people by acting as a bridge between governments, companies and low income families. (10 million families in Mexico)

**MAIN ACTIVITY:** We give massive movie shows with gigantic inflatable screens totally free to 1000 low income families (5000 persons) in a central spots of the cities, This way we create an interactive forum between companies that offer their products and services, to those families that can hardly cover their basic needs. This is how, besides giving free entertainment, we provide new opportunities to people and help companies to increase their sales in a difficult access target.

#### BUSINESS MODEL\*

For profit

#### GEOGRAPHICAL REGIONS IN WHICH ORGANIZATION OPERATES

Mexico

#### NUMBER OF BENEFICIARIES DIRECTLY IMPACTED BY ACTIONS

200,000 people

#### ANNUAL BUDGET

US\$ 1.3 million

#### PERCENTAGE OF ANNUAL REVENUES THAT COMES FROM EARNED INCOME

100%

#### MOST IMPORTANT ACHIEVEMENT(S)

- 2 million dollars revenues in the first 3 years.
- 600% increase in sales margins and an 800% jump in profits in 2006
- Change the « Paing for entertainment » paradigm

#### BIGGEST HURDLES

- Become a big companies with a scalable business model
- Avoid dependency on large corporations' sponsorship
- Generate income from the audience
- Prove we are the best choice to promote a product in the low income market (brake the barrier of the Raiting)

#### PLANS IN THE COMING 3 YEARS

- Consolidate a scaling strategy. (B2B and B2C)
- Start operations in every state of Mexico.
- Build alliances to export the model.