

## ANDE 2016 Orientation Training Agenda

### Agenda

June 6-7, 2016

McKinsey Company

55 E 52nd St.

New York, NY 10022

Monday, June 6		
8:30am	Breakfast	
9:00am	Introductions	
9:15am	<b>Overview of the SGB Sector &amp; Intro to ANDE</b> <i>his overview will chart the development of the SGB sector to date. It will cover common taxonomy and establish a knowledge base for the rest of the training.</i>	Lauren Farello and Mina Alemzadeh ANDE Staff
10:00am	<b>Doing Deals Part I - An Overview + Finding and Screening Deals</b> <i>This segment will discuss the broader impact investing sector and then delve into types of enterprise financing, the enterprise life cycle, The broader impact investing spectrum, and finding and evaluating deals.</i>	John Kohler Director, Impact Capital Program Miller Center for Social Entrepreneurship at Santa Clara University
11:15am	Break	
11:30am	<b>Doing Deals Part II - Screening and Due Dilligence</b> <i>Effective due diligence is imperative to a successful deal. This session will cover the various types of due diligence, from financial to operational to social.</i>	John Kohler Director, Impact Capital Program Miller Center for Social Entrepreneurship at Santa Clara University
12:45pm	Lunch and Informal Networking	
1:45pm	<b>Doing Deals Part III - Term Sheets Process and Valuation</b> <i>Part III of Doing Deals will consider how one structures a transaction to optimize the interests of all participants, looking at valuation techniques and term sheets.</i>	John Kohler Director, Impact Capital Program Miller Center for Social Entrepreneurship at Santa Clara University
2:45pm	Break	
3:00pm	<b>Doing Deals Part IV - Deal Structures and Exits</b> <i>Growth capital is an essential component of the SGB sector and it is critical to align investment structures with the ability of the SGB to perform against them. This session will review examples of recent innovations in SGB financing.</i>	John Kohler Director, Impact Capital Program Miller Center for Social Entrepreneurship at Santa Clara University
4:00pm	<b>Doing Deals Part V - Post Investment Support and Adding Value</b> <i>Prior to and after a deal, capacity development and monitoring are critical components for ensuring success and the expected return on investment. This session will also examine how investors can add value after investment.</i>	John Kohler Director, Impact Capital Program Miller Center for Social Entrepreneurship at Santa Clara University
4:30pm	Day 1 Wrap Up	
5:30pm- 7:30pm	<b>Networking Reception</b> <i>Come network with fellow training participants as well as ANDE friends from all over NYC. Feel free to invite others interested in the sector that were unable to attend this training.</i>	Cornerstone Tavern 961 2nd Ave, New York, NY 10022

## Tuesday, June 7

8:30am Breakfast

### 9:00am Global Accelerator Learning Initiative (GALI) Overview

*The Global Accelerator Learning Initiative (GALI), a collaboration between ANDE and Emory University, is designed to explore – and answer - key questions about enterprise acceleration including: Do acceleration programs contribute to revenue growth? Do they help companies attract investment? Do they work as well for developing-world impact entrepreneurs as they do for developed-world tech entrepreneurs? In this overview, Abby Davidson will go in depth on the current findings from the research initiative.*

Abby Davidson  
Research Analyst  
ANDE

### Model Presentations & Case Study Exercises

*Representatives from ANDE member organizations will walk participants through examples of M&E, supporting high growth and social entrepreneurs, and the stages of doing deals for their organizational models.*

### 9:45am Media Development Investment Fund

*Media Development Investment Fund is a mission-driven investment fund for independent news outlets in emerging democracies. It provides affordable capital and business know-how to help journalists in challenging environments build sustainable businesses around professional, responsible, quality journalism. By providing financing and tools critical for their commercial success, MDIF helps independent journalists build organizations that are strong enough to hold governments to account, expose corruption and drive systemic change. <http://www.mdif.org/>*

Evan Tachovsky  
Research and Analytics Manager  
Media Development Investment Fund

*MDIF will walk the group through the process of setting up a new fund and developing an effective M&E strategy for that fund.*

10:45am Break

### 11:00am Goldman Sachs 10,000 Women

*The Goldman Sachs 10,000 Women initiative is a campaign to foster economic growth by providing women entrepreneurs around the world with a business and management education and access to capital. The initiative has reached women from across 56 countries through a network of 100 academic, nonprofit, and bank partners. In partnership with International Finance Corporation (IFC), 10,000 Women launched the first ever global loan facility dedicated to women in 2014 to enable 100,000 women entrepreneurs to access capital. This public-private partnership, spurred by private sector innovation, has catalyzed new investments from both the public and private sectors. In July 2015, President Obama announced that the Overseas Private Investment Corporation (OPIC) would become one of the Facility's first investors with a \$100 million commitment. To date, the Facility has committed over \$400 million to banks in 14 emerging markets that will enable 25,000 women entrepreneurs to access capital.*

Lisa MacDougall  
Vice President of Corporate Engagement  
Goldman Sachs 10,000 Women

*The group will participate in a strategic brainstorming session to address common issues women entrepreneurs face in the SGB Sector.*

12:00pm Lunch and Informal Networking

### 1:00pm Self Help Africa

*Self Help Africa is a pro-profit organization with a focus to sustainably increase agricultural productivity and incomes for smallholder farmers in sub-Saharan Africa. Operational in ten countries in SSA, Self Help Africa provides a range of technical assistance in agronomy, farmer organization, market linkages and small business development. It is a majority owner of TruTrade, a for-profit trading initiative in East Africa which increases revenue for smallholder farmers through value chain initiatives linked to trading finance.*

Will Gavin  
Executive Vice President  
Self Help Africa

*SHA will walk the group through some recent trades in a variety of value chains, identifying barriers to the further scaling up of the TruTrade initiative in East Africa. See [selfhelpafrica.org](http://selfhelpafrica.org) and [trutradeafrica.net](http://trutradeafrica.net)*

2:00pm Break

### 2:15pm Shared Interest/Thembani International

*Shared Interest provides Southern African farmers, small and medium business owners, and entrepreneurs with access to the financing they need to create sustainable livelihoods for themselves and their families. They do so by offering partial guarantees to local commercial banks to encourage them to loan to these high-risk groups who are otherwise cut off from capital, and by providing a platform for international investors to participate in building the economies of Southern African nations.*

Casey Cline  
Director of Impact Investing and  
Operations  
Shared Interest/Thembani International

*Shared Interest will lead an exercise on analyzing and evaluating loan guarantees. The session will walk through 2-3 sample proposals and assess their suitability for inclusion in a diversified guarantee portfolio.*

3:15pm Break

3:30pm Debrief and evaluation

4:00pm Departures

