

## ANDE 2017 Orientation Training Agenda

### Agenda

June 12-13, 2017

S&P Global

55 Water Street

New York, NY 10041

| Monday, June 12   |  |  |
|-------------------|--|--|
| 8:30am            | Breakfast  |  |
| 9:00am            | Introductions  |  |
| 9:15am            | <b>Overview of the SGB Sector &amp; Intro to ANDE</b><br><i>This overview will chart the development of the SGB sector to date and provide a brief overview of ANDE. It will cover common taxonomy and establish a knowledge base for the rest of the training.</i>  | Mina Alemzadeh and Brianna Losoya<br>ANDE Staff  |
| 10:00am           | <b>Doing Deals Part I - An Overview + Finding and Screening Deals</b><br><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<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University |
| 11:15am           | Break  |  |
| 11:30am           | <b>Doing Deals Part II - Screening and Due Dilligence</b><br><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<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University |
| 12:45pm           | Lunch and Informal Networking  |  |
| 1:45pm            | <b>Doing Deals Part III - Term Sheets Process and Valuation</b><br><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<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University |
| 2:45pm            | Break  |  |
| 3:00pm            | <b>Doing Deals Part IV - Deal Structures and Exits</b><br><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<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University |
| 4:00pm            | <b>Impact Measurement and Sustainable Development Goals: Vava Coffee Case Study:</b> <i>Often impact measures required by funding sources overly tax the operations of a SGB. This session explores strategies and prevailing trends in impact measurement.</i>  | John Kohler<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University |
| 4:45pm            | Day 1 Wrap Up  |  |
| 5:30pm-<br>7:30pm | <b>Networking Reception</b><br><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>  | Fresh Salt<br>146 Beekman Street<br>New York, New York 10038   |

| Tuesday, June 13   |  |  |
|--|--|--|
| 8:30am   | Breakfast  |  |
| 9:00am   | <p><b>Doing Deals Part V - Post Investment Support and Adding Value</b><br/>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.</p>  | John Kohler<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University         |
| 9:45am   | <b>Future Trends in Financing Small and Growing Businesses</b>   | John Kohler<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University         |
| 10:15am  | <b>Parking Lot and Training Wrap Up</b>  | John Kohler<br>Senior Director, Impact Capital Program<br>Miller Center for Social Entrepreneurship<br>at Santa Clara University         |
| 10:45am  | Break  |  |
| <p><b>Model Presentations &amp; Case Study Exercises</b><br/><i>Representatives from ANDE member organizations will walk participants through examples of M&amp;E, supporting high growth and social entrepreneurs, and the stages of doing deals for their organizational models.</i></p> |  |  |
| 11:00am  | <p><b>International Planned Parenthood Federation/Western Hemisphere Region</b><br/><i>The International Planned Parenthood Federation is one of the largest sexual and reproductive health organizations in the world. It is recognized as a pioneer in service provision and international policy advocacy. IPPF/WHR's Social Enterprise Acceleration Program (SEAP), enables IPPF/WHR to support Member Associations in creating social enterprises whose revenues can be used to support health service delivery to vulnerable populations and adapt to a rapidly changing funding environment. In the implementation of the Program, IPPF/WHR engages with Member Associations through three program stages (commit, prepare and launch), offering technical assistance within each step through a combination of direct in-house expertise and procurement of external, locally-based social enterprise experts.</i></p> <p><i>The group will participate in a strategic brainstorming session that is guided by a real life case study from the IPPF/WHR network on how a nonprofit can create an investment ready social enterprise model.</i></p> | Ayva Larson<br>Business Development Officer, Social Enterprises<br>International Planned Parenthood Federation/Western Hemisphere Region |
| 12:00pm  | Lunch and Informal Networking  |  |
| 1:00pm   | <p><b>TriLinc Global</b><br/><i>TriLinc Global is a private investment company that invests capital in small and mid-sized businesses in developing economies globally through a series of impact-focused investment funds. By unlocking the potential of these growing businesses, TriLinc offers investors the opportunity to achieve both competitive financial returns and significant, measurable economic, social and/or environmental impact.</i></p> <p><i>TriLinc will guide participants through their approach in evaluating potential investments from an ESG/impact perspective. Participants will review a proposal and identify top social and environmental issues, positive and negative, that they believe the proposed funding raises and/or addresses.</i></p>   | Joan Trant<br>Director of Marketing & Impact<br>TriLinc Global   |
| 2:00pm   | Break  |  |
| 2:15pm   | <p><b>Shared Interest/Thembani International</b><br/><i>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.</i></p> <p><i>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.</i></p>  | Casey Cline<br>Director of Impact Investing and Operations<br>Shared Interest/Thembani International                                     |
| 3:15pm   | Break  |  |
| 3:30pm   | Debrief and evaluation   |  |
| 4:00pm   | Departures   |  |

