

# SOCIAL IMPACT

*End of Year Report 2013*

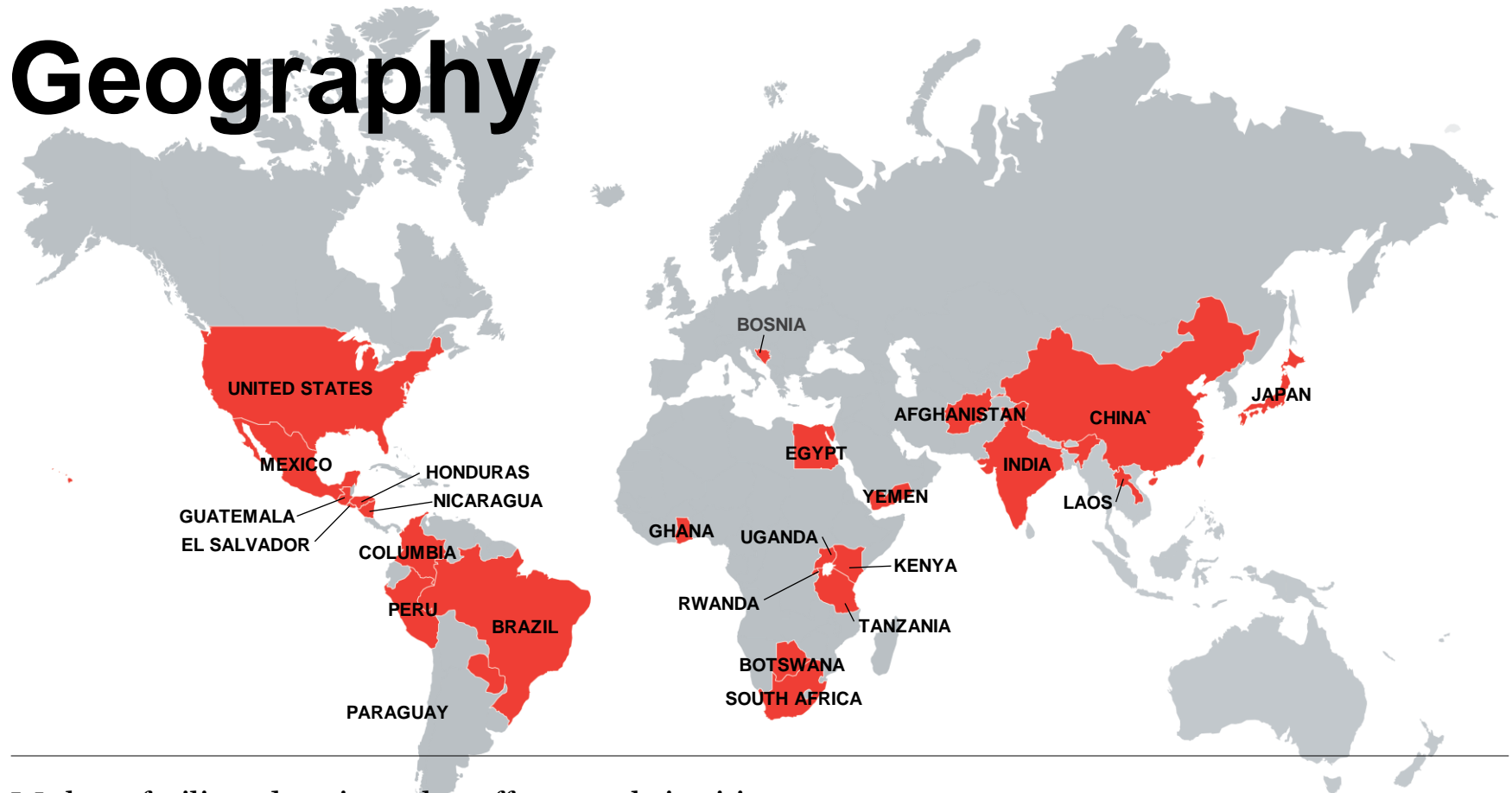
# 2013 has been an exciting year for GLG Social Impact.

We aligned our mission: to transform the way the world's top professionals *in the social sector* share expertise and learn. We developed **partnerships** with leading **nonprofits** and **social enterprises**. Council Members shared their **expertise** and perspectives with these organizations across issue areas, functional areas, and geographies. We **facilitated** conversations, collaborations, private meetings, learning events, placements, written reports and more. And we leveraged our core assets – **our people** – in support of this initiative.

Our commitment to Social Impact will continue to grow in 2014 as we work with existing clients and launch the **GLG Social Impact Fellows** program.

*As 2013 draws to a close, we thank those of you who have contributed to this effort.*

# Geography



We have facilitated projects that affect people in cities and states across the U.S. as well as

**25 countries**  
around the world.

# Thematic

Council Members with a broad range of backgrounds have shared expertise and perspectives across thematic areas, including:

**Agriculture / Arts & Culture / Automotive Industry  
Career & Technology Education (CTE) / Climate Change  
Education Reform / Entrepreneurship / Financial Technology  
Food Industry / Healthcare / Impact Measurement  
Infrastructure / Job Creation / Life Sciences / Microfinance  
Mobile Banking / Online Learning / Philanthropy  
Poverty / Renewable Energy / Sustainable Technology  
Technology / Women's Empowerment / Youth Employment**

# Functional

We have facilitated conversations, collaborations, written products, training sessions, private meetings, placements, and customized programs across functional areas, including:

**Board Development / Business Planning**  
**Business Process Outsourcing / Communications**  
**Curriculum Development / Expansion / Financial Analysis**  
**Go-to-Market Strategy / Human Resources**  
**Incentivizing Employees / Innovation / IT Systems**  
**Market Analysis / Leadership & Development**  
**Lean Manufacturing / Logistics / Managing Teams**  
**Marketing & Branding / Operations / Organizational Structure**  
**Performance Management Systems / Pitch Prep / Policy Analysis**  
**Product Development / Product Leasing / Stakeholder Engagement**  
**Supply Chain / Training Programs / Vendor Management**

# Examples of Projects



## **Social Entrepreneurship/Market Analysis**

Sizing market for medicinal herbs in Bosnia



## **Education/Market Analysis**

Role of multilaterals vs. NGOs in Haitian education system



## **Microfinance/Operations**

Food sales projections, distribution and packaging of jackfruit in Mexico



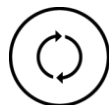
## **Social Entrepreneurship/Expansion**

Potential benefits and drawbacks of creating an affiliated “sub-brand” to pursue new, non-core products



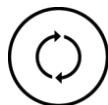
## **Social Entrepreneurship/Operations**

How to most effectively distribute consumer goods to rural markets in the developing world



## **Technology/Human Resources**

Best practices in training corporate teams on Salesforce.com capabilities



## **Policy/Human Resources**

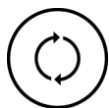
Integrating changes created by the Affordable Care Act into non-profit human resource policies



## **Women's Empowerment/Landscape Analysis**

Barriers to women's landownership in emerging economies

# Examples of Projects (cont.)



## Philanthropy/ Leadership

Best practices for structuring an Advisory Board to support an early stage organization



## Philanthropy/ Market Analysis

Competitive landscape and market opportunity analysis to launch new line of branded products as potential revenue source for a nonprofit



## Policy/ Medical

Navigating regulatory hurdles in producing low-cost medical devices in developing countries products as potential revenue source for a nonprofit



## Technology/ Operations

Building and deploying technology infrastructure to manage organizational growth



## Education/ Technology

Fastest growing educational software platforms for K-12 education



## Philanthropy/ Board Governance

Introductions to potential board members who meet specific geographic and functional criteria



## Technology/ Business Planning

Understanding the mobile remittance industry and the feasibility of a specific nonprofit start-up's business plan



## Technology/ Product Development

Specifics on engineering auto parts for a fuel-efficient, low cost vehicle in Africa to facilitate the employment of underserved individuals

# Examples of Projects (cont.)



## Philanthropy/ Leadership & Development

How to inspire commitment from employees in organizations with limited resources



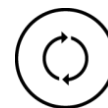
## Philanthropy/ Leadership & Development

How to manage people through periods of scale and change



## Social Entrepreneurship/ Operations

Project financing, engineering and regulation for a recycling and renewable energy program in Venezuela



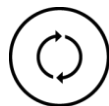
## Job Creation/ Market Analysis

Leading promoters of programming, production and tourism in China and existing regulatory hurdles



## Microfinance/ Financing

Mitigating foreign exchange risk in disbursements in LDCs



## Poverty/ Landscape Analysis

Examples of effective suburban design to reduce poverty in suburban areas



## Education/ Landscape Analysis

Current trends in early childhood development and education and promising new initiatives



## Microfinance/ Operations

Challenges and needs of microfinance organizations



# Social Impact Fellows

## 20 Social Impact Fellows

leading innovative nonprofits + social enterprises at critical growth junctures will join GLG community in 2014

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### Part Fellowship

- Learning from senior Council Member population
- Mentoring opportunities
- Strategic introductions

### Part Accelerator

- Unlimited access to GLG network for Fellows and their senior management teams
  - Access to range of GLG services including Events, GLG Go, curated social impact content
  - Engagement of GLG clients and GLG people
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Recruitment underway – first group of five Fellows to be announced in January 2014

# Social Impact Fellows, cont.

We are making an investment in the leader and the organization.

## Fellow

- Curious, passionate, and tireless
- Founder, Executive Director, President, or CEO
- Strong record and clear vision for organization

## Organizations

- Innovative model creating demonstrable social change
- Between 2–10 years old
- Between \$500,000–\$8M annual operating budget
- Multi-year plan in place with discrete goals

## Engagement

- Partner with GLG Research to interact with global, cross-sector GLG Councils on unique individual and organizational needs
- Participate in virtual and in-person content designed specifically for GLG Social Impact Fellows and senior management teams
- Participate in rich offering of GLG events throughout year (optional and subject to availability)
- Invitation to annual in-person convening for Fellows in New York City – fall 2014

We look forward to introducing you to the Fellows in 2014...

## From Our Partners and Council Members

“GLG has been more than a partner...  
GLG is a 21st century information  
platform that puts the expertise of 350,000  
world-renowned experts at your disposal.  
It’s a very powerful resource and it has  
been critical to our success.”

—**Jim Hake, Founder & CEO**, *Spirit of America*

“GLG connected me to true industry experts  
who provided insights I could not have  
gained otherwise. No amount of research  
would have gotten me up to speed as quickly  
or impactfully as the GLG conversations.”

— **Adam Braun, Founder**, *Pencils of Promise*

“I could not have enjoyed meeting and  
speaking to the entrepreneurs more. They  
were so hungry for knowledge and it’s beyond  
rewarding for me to share the insight I’ve  
gained from my career with people who want  
to build businesses and provide good jobs.”

—**David Lamar** (*Council Member*), **Founder and CEO**,  
*Core Brand Advisors*

“GLG has been an invaluable source of  
hard-to-find expertise that has allowed  
us to complement our own network and  
provide valuable insights to our Endeavor  
Entrepreneurs around the world.”

—**Fernando Fabre, President**, *Endeavor Global*

# Thank you to the GLG Team

So many of you have contributed to the success of Social Impact in 2013. Special thanks to the following individuals for their work with Social Impact clients and building out the effort.

**Sharon Alford / Courtney Allen / Farai Alleyne / Austin Baik / Chris Besgen / Rob Carter / Eva Castro / Linda Chow / Stephanie Colson / Alexa Comstock / Ana Corzo / Oliver de Albuquerque / Will Dick / Julia DiGiammarino / Sean Dillon / Zecki Dossal / Molly Doyle / Carol Dwyer / Cindy Floyd / Diana Foster / Alex Frackenpohl / Jeff Friedman / Mark Gagnon / Gentry Garner / Martin Genander / GLG Strategy Team / Rob Gross / Patrick Gordon / Ellen Gorra / Mark Giuliani / Cristina Hellmund / Jeremy Hurewitz / Ashley Janik / Michael Jetton / Jennifer Kaminski / Samantha Keefe / Samia Khan / Jeff Killion / Rachel Loeb / Amanda Markert / Allison McCarty / Renee Medina / Sean Mintz / Justin Motika / Tung N'Vietson / Jessica Parker / Tatiana Penney / Corrinne Peterson / Craig Resnick / Anna Roberts / Alex Romano / Lisa Shannon / Travis Tiffany / Erik Torres / Breana Tutuska / Blake Walls / Emily Wasserman / Michael Weissman / Robin Wolff**

# GLG Social Impact Clients

A BETTER CHICAGO

AchievementFirst



The Bridgespan Group

charity: water



endeavor

Juilliard | DANCE  
DRAMA  
MUSIC

khosla impact™



NETWORK  
FOR TEACHING  
ENTREPRENEURSHIP  
Start it up.



PARTNERSHIP FUND  
for New York City

PENCILS  
PROMISE

THE  
RESOLUTION  
PROJECT

sama source



WOMEN for WOMEN  
International

Youth, INC.  
Improving Nonprofits for Children

WADHWANI  
FOUNDATION

# Thank you.

For more information on GLG Social Impact,  
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or +1 646 616 8934.