

Second Vatican Conference on Impact Investing –
Making the Year of Mercy a Year of Impact for the Poor

Successful Social Enterprises

Mrs. Agnes Dasewicz, U.S. Agency for International Development

Dr. Laurence Brahm, Shambhala Serai Group
Mr. Kola Masha, Babban Gona, Doreo Partners

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USAID and Private Sector Engagement (PSE)

A LEGACY OF CHANGE, GROWTH AND PROMISE

1960

PRIVATE SECTOR DEVELOPMENT

- Fostering enabling environments for robust market economies
- Supporting host country economic reforms
- Smoothing transitions from centrally-controlled to market-driven economies in evolving democracies
- Accelerating development of market-oriented financial sectors in Europe and Eurasia
- Establishment of the USAID Enterprise Funds in Europe and Eurasia (1989–2013)

1999

PRIVATE SECTOR AS PARTNERS

- Leveraging private sector skills and resources to advance shared goals
- Growing international investment
- Rise of Corporate Social Responsibility (CSR)
- Collaborative problem solving across development sectors (not just economic growth)
- **Development Credit Authority, established 1999:**
 - Works with local financial institutions and other investors to unlock financing for development priorities by implementing partial credit guarantees
 - Reduces risks to generate additional lending to underserved markets and sectors
 - Demonstrates the long-term commercial viability of lending in developing markets so lending continues long after USAID exits
 - \$3.7 billion in credit made available for more than 166,000 entrepreneurs in 74 countries
- **Global Development Alliances (GDAs), established 2001:**
 - USAID's key mechanism for public-private partnerships
 - 1,500 private sector alliances, 3,500 partners, \$20 billion leveraged

2009

PRIVATE SECTOR & MULTI-STAKEHOLDER ALLIANCES

- Marshalling resources to achieve impact at greater scale than individual projects
- Development of large, multi-stakeholder initiatives
- Focus on relationship management
- Focus on mobilizing private capital for development objectives
- **Feed the Future – New Alliance for Food Security and Nutrition:**
 - 200+ companies, \$10 billion in commitments
- **Power Africa:**
 - 100+ companies, \$20 billion in commitments
 - \$7 billion U.S. Government commitment leveraged around \$30 billion from private sector, donors and development finance institutions
- **U.S. Global Development Lab, established 2014:**
 - Increases partnerships and application of science, technology, and innovation
 - Partners to discover, test, and scale innovations to solve development challenges in a faster and more cost effective way
 - Center for Transformational Partnerships develops global partnerships with public and private stakeholders and builds Agency capacity to partner, primarily through GDAs
- **Office of Private Capital and Microenterprise, established 2015:**
 - Works across a network of traditional and non-traditional investors to catalyze development finance
 - Employs a transactions-based approach
 - Links U.S. and worldwide financial interests with the global development agenda
 - Increases scale, impact, and sustainability of development programming

2016

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WARNING
THIS FILM CONTAINS
COUNTER-INTUITIVE SCENES

EMPTYING ONE'S TEA CUP IS ADVISED

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UKaid

from the Department for
International Development

BILL & MELINDA
GATES *foundation*

skoll

FOUNDATION



AGRA

Growing Africa's Agriculture



USAID

FROM THE AMERICAN PEOPLE

giz



**Babban
Gona**

Mai Inganci





Yield

2.3X



Yield

2.3X

Income

3.5X



Yield

2.3X

Income

3.5X

Growth

100X



+8,000



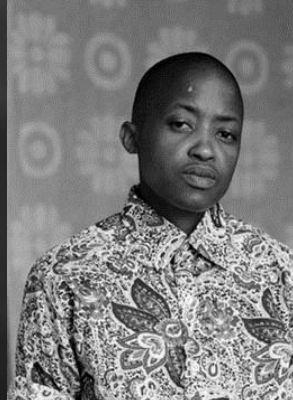
+60,000

Nigeria

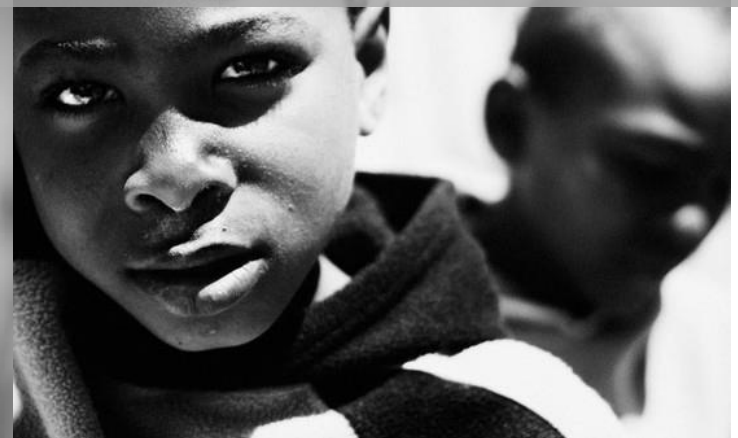
1950: 13th

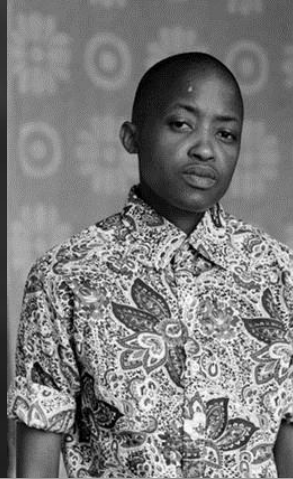
1950: 13th

2050: 3rd

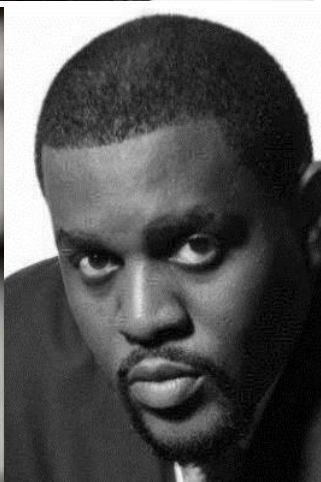


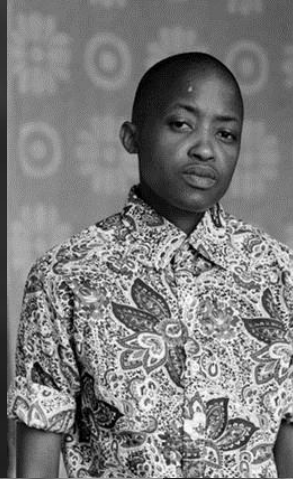
20 Million Youth Entered Workforce in 20 Years





+60% Youth Unemployment





3 Insurgencies





18



80 Million in next 20 Years



There is a solution





**Create Millions of
Agro Entrepreneurs**



**Babban
Gona**

Mai Inganci

How does it work





4 services



Guidance



Credit

No ID

No Land Title

No Financial History

Limited Cash

No Phone

No Formal Address



No ID

No Land Title

No Financial History

Limited Cash

No Phone

No Formal Address

99.9%



High Tech Risk Mitigation





Inputs



Markets

Our Impact



“... ensure my children Abdul, Nana, and Asiya properly educated”





Enable 1M dreams
by 2025



Impact 5M



**Babban
Gona**

Mai Inganci

I grow dreams