

2016-2017 Annual Report

Turner Family Center for Social Ventures



TURNER FAMILY
CENTER FOR SOCIAL VENTURES



TURNER FAMILY
CENTER FOR SOCIAL VENTURES



Billions of people live in poverty.
YOU CAN BE PART OF THE SOLUTION.



VANDERBILT UNIVERSITY®
OWEN GRADUATE SCHOOL OF MANAGEMENT

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Letter from Programming Board Chair



Starting out last spring I knew we had a big year ahead of us, but I never could have imagined what a rewarding year it would be with the TFC. The board took ownership of programming and spent tireless hours restructuring existing programs and building new ones to meet the demands of our students. We saw both successes and failures, but we adapted quickly and learned from our mistakes. As student leaders, we drove the core mission of the TFC further into the Vanderbilt ecosystem, the Nashville community, and our global partnerships. We are particularly proud of the introduction of Treks, hosting our 2nd Annual Social Ventures Summit, and countless other successful events. It was at these events as I continuously saw both new and familiar faces that I knew we were on the right track.

Students are not only engaging with the TFC to understand how market driven forces can be used to alleviate multi-dimensional poverty, but because the space created for them here gives them room to try, fail, and grow. Our success this past year is demonstrated in what our students have been able to accomplish on campus, in Nashville, and around the world.

It is at the heart of the student-led mission of the TFC to create a space for students to learn to be leaders – and I can testify to this, as my year leading with the TFC’s programming board has been transformational for me both personally and professionally. I’m very proud of our work and excited for the future of the TFC.

Eileen Remley
PROGRAMMING BOARD CHAIR

TFC Staff Note



What a great year! This annual report is a testament to our student leaders' dedication and hard work to create meaningful experiences for their fellow Vanderbilt graduate students through the Turner Family Center for Social Ventures.

As we strive to create a space for students to develop as social impact leaders, we acknowledge the challenges of defining and refining how social ventures address systemic social issues of poverty. Our students have accepted this challenge with great courage and strategy. The quality programming of the TFC is rooted in experience and reflection, which equips students to truly build their understanding, deepen their skills sets, and challenge their perspectives to develop as leaders in social impact work.

We are grateful to serve alongside these passionate, knowledgeable students with the generous support of the Turner Family Foundation and our devoted Vanderbilt faculty and administration who believe in the mission of the TFC.

With a strong foundation built over the first two years, we are excited to continue the Center's impact with the new board's leadership. We hope this 2016-2017 annual report captures not only the stories, but also the growth of our center and our students this year.

In service,
Mario, Kathleen, & Grace

A stylized, handwritten signature in black ink.

Mario Avila
DIRECTOR

A stylized, handwritten signature in black ink.

Kathleen Fuchs
MANAGER


A stylized, handwritten signature in black ink.

Grace Fletcher
GRADUATE ASSISTANT



MISSION

The Turner Family Center for Social Ventures is an interdisciplinary, graduate student-led organization committed to alleviating poverty through market-driven forces and enterprise. We provide resources and opportunities to leverage and combine the individual strengths of Vanderbilt University graduate students, faculty, and business partners.



Levels of Engagement

TFC programming allows for students to engage at the following levels:

Board Leadership | Project Pyramid
Committee | Committee Participation |
Trek Coordinator

Lead

Project Pyramid | Social Enterprise
Consulting | Fellowships | Workshops

Learn

Treks | Career Sessions |
Pitch Competitions | Summit |
Lunch & Learns | Conferences

Engage

Office Hours | Social Events |
Info Sessions | Director's
Advising Hours

Connect



COMPETITIONS

This year, the TFC led and supported case and pitch competitions focused on relevant social issues. Each competition promoted interdisciplinary graduate student engagement. Events were held both on-campus and off, with teams moving on to global competitions.

The TFC partnered with Conexión Americas and Belmont University to put on a competition to re-imagine the business model of the Nashville non-profit's Rumba Roast coffee line.

Hult@Vanderbilt was held for the second year in a row with ten teams competing for a spot at regionals. The winning team moved on to Boston Regionals. Two other teams qualified in the open competition and went on to compete at London and Dubai.

Launch Tennessee sponsored a pitch competition to kick off the 2nd Annual Social Ventures Summit. Interdisciplinary teams focused on developing potential solutions to address economic issues in East Tennessee.

"The TFC team did an outstanding job organizing [Hult@ Vanderbilt].

Vanderbilt is lucky to have such dedicated students and staff. I am sure it was a lot of work getting a competition like this together, and I feel honored to be involved in a small way with such an important movement on campus with the TFC. Thank you for organizing!"

.....

"Being able to work in an interdisciplinary team was an invaluable experience that allowed for a fully developed and holistic idea."

HULT REGIONAL FINALISTS

Nat Robinson, JD'18

This past March, I was fortunate enough to represent Vanderbilt at the regional finals of the global Hult Prize in Dubai alongside Kayla Armgardt (Owen '18), Tori Samples (Owen '18), and Yalda Godusi (Law '18). The TFC first informed me about the Hult competition last October and its challenge of developing social business ideas to address the global refugee crisis. I pulled in my classmate, Yalda Godusi, because she has an interest in immigration law and a background in international policy. The TFC then matched us with two fantastic Owen students, Kayla and Tori, who brought backgrounds in education and data architecture, respectively.

Our team spent several weeks brainstorming social business ideas to address the issue. We decided to focus on the current crisis in the Middle East, specifically the deadliest part of a refugee's journey to Europe through the Mediterranean Sea. It was in one of these late-night meetings that our team came up with the idea to screen refugees and match them to the thousands of underutilized or idle cruise ships in the region to cross the Mediterranean. We researched the cruise ship industry, evaluated maritime law, and reviewed EU asylum policies. We wanted to show how we could match ships with refugees based on the ship's country or flag in order to access supportive asylum laws. Our goal was to undercut smugglers who charge \$3,000 per person to cross the Mediterranean, thus formalizing an informal economy.

After validating our idea in the local Hult@Vanderbilt pitch competition, our team decided to apply to the global Hult Prize competition. We were honored (and shocked) to be selected from 50,000 applicants from all over the world to participate in the regional finals in Dubai. Our team spent the following weeks working hard to develop our business idea further while raising travel funds from the Law School, Owen, the Wond'ry and the TFC. Despite suffering from jet lag in Dubai, we pulled ourselves together enough to deliver our six-minute pitch to a group of judges and students. It seemed to work. We were the only US team to advance to the finalist round of six teams, beating out schools like Wharton, the London School of Economics, and Cambridge. We presented again to all the teams competing in Dubai and the complete judging panel, where we defended our idea and answered questions from experts after our pitch. Unfortunately, we did not win but we had a great time sharing our idea with everyone. We could not have made it as far as we did without the help of Kelsey Moore (Nursing '17), our TFC Student Campus Hult Director, and the fantastic team at the TFC who organized the Hult competition at Vanderbilt!





TREKS

Exploration and Experiential Learning
Abigale Jasinsky, MPP '17

MEMPHIS

In early December, 11 students travelled to Memphis, TN to explore how poverty and business are shaping the city. As many people know, despite a thriving music and arts scene, Memphis has been plagued by poverty for quite some time. Memphis is a city that is known for pulling itself up by the bootstraps, and we were able to see that firsthand through our visits to Crosstown Concourse, International Paper, and AutoZone. We concluded our trip with a panel discussion, featuring thought leaders and innovators including RISE Memphis, Advance Memphis, The College Initiative, New Memphis Institute, Epicenter, and BRIDGES. It was clear from the conversations we had that Memphis does not view poverty as plague, but rather as an opportunity to innovate business practices, grow, and create new opportunities for people and community to flourish.



SEATTLE

Our second TFC Trek was to Seattle, Washington in January. For many of the students on the trip, this was their first trip to Seattle and the Pacific Northwest, which provided an exciting opportunity to immerse students not only in the subject matter of the Trek, but in a city that runs on the values that the TFC holds near and dear. Seattle is very much a tech city, and it was exciting to see how finance and technology can be leveraged together to create a better tomorrow. We had engaging visits with The Threshold Group, Rover, The Gates Foundation, TONIIC, Echoing Green, Impact Hub Seattle, and Startup Hall. The Seattle Trek was a crash course in the opportunity of the sector, with conversations ranging from predictions about the future of impact investing to what it takes to thrive in a startup.





EAST TENNESSEE

In March, 16 graduate students ventured to East Tennessee to learn about current social issues facing the region, in particular, the opioid crisis, and saw firsthand the importance of the public-private partnership spearheaded by Eastman and their Foundation to drive change. The students met with Eastman, Urban League-Knoxville, Tennessee Music Association, Kingsport City Schools, East Tennessee State University - College of Public Health, Niswonger Children's Hospital, Boys & Girls Club of Greater Kingsport, and Appalachian Sustainable Development.

"The East TN Trek was my favorite TFC experience of this year — we came together as a group of interdisciplinary graduate students to learn about the challenges facing rural Tennessee from many angles, and the strategies that local business, government, and non-profit leaders are taking to tackle those challenges." - Grace Fletcher, MPH '17

NORTH NASHVILLE

"There is a hidden history of Nashville that not many people talk about and that almost no one who visits gets to hear." - TFC Student Trek Participant

For the final trek of the year the TFC headed to North Nashville with 17 students to take a deep dive into the history of the community. The day started with lunch at Kingdom Cafe and then the group spent the afternoon on a walking tour led by the African American Cultural Alliance. The tour covered historic Jefferson Street and the changes that have occurred in the community over the last 50 years. This trek gave students an opportunity to understand more about the legacy of civil rights activism in Nashville. Additionally, students visited the Meharry Medical College and Fisk University campuses.

This inaugural year of TFC Treks engaged students across regions of Tennessee and across the country to bring context and texture to their education.

TFC Treks are student-led experiential learning trips with interdisciplinary groups of Vanderbilt graduate students.

The goal of these experiences is to connect students with a variety of cross-sector approaches to social entrepreneurship in different cities. Please join us to engage with peers, alumni, professionals, and organizations creating market-based solutions for social impact.

"A huge perk of attending a university like Vanderbilt is the network you are able to cultivate, and TFC Treks have been one of the best peer networking opportunities I have had during my two years. In order to move the needle on social progress, we all need to be paddling our boats in the same direction, and opportunities to engage across disciplines in a co-learning environment tremendously enriches that capacity." - Abigale Jasinsky, MPP'17



PROJECT PYRAMID

ABOUT

Project Pyramid is a Vanderbilt University interdisciplinary, student-led program that uses in-classroom and hands-on learning experiences to meaningfully engage with socially-conscious organizations across the globe, while establishing market-driven solutions that help fulfill their missions.

VALUES

Interdisciplinary

Students from across Vanderbilt University's graduate programs, leveraging a variety of skill sets and knowledge bases

Student-led

Students are given the voice, authority, and challenge to ensure our organization continually secures pathways for making significant social impact across the globe.

Hands-on

In-classroom learning and onsite experiences

Social Impact

Committed to elevate the efforts of existing socially-conscious organizations by providing market-driven solutions to give communities the power to sustain their own economic growth.

Collaborative

Creates sustainable partnerships with organizations all over the world, working not only for - but with them.



2017 Partners

Cotopaxi, Bolivia

Impact Hub Accra, Ghana

Itza Wood, Guatemala

Mariposa, Dominican Republic

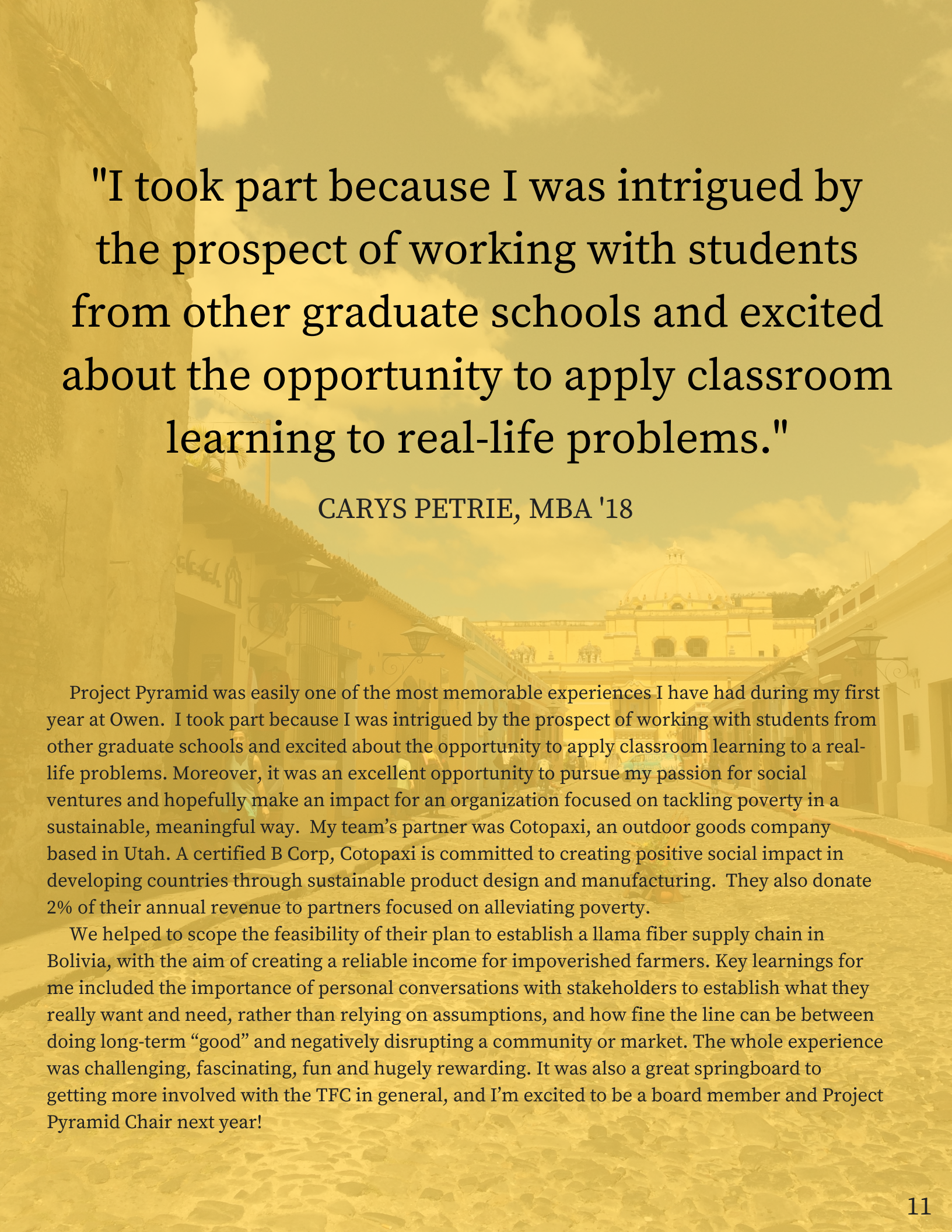
Nisolo, Peru

Sapune, Kosovo

Thriive, Nicaragua

Runa, Ecuador

Wuqu' Kawoq, Guatemala



"I took part because I was intrigued by the prospect of working with students from other graduate schools and excited about the opportunity to apply classroom learning to real-life problems."

CARYS PETRIE, MBA '18

Project Pyramid was easily one of the most memorable experiences I have had during my first year at Owen. I took part because I was intrigued by the prospect of working with students from other graduate schools and excited about the opportunity to apply classroom learning to a real-life problems. Moreover, it was an excellent opportunity to pursue my passion for social ventures and hopefully make an impact for an organization focused on tackling poverty in a sustainable, meaningful way. My team's partner was Cotopaxi, an outdoor goods company based in Utah. A certified B Corp, Cotopaxi is committed to creating positive social impact in developing countries through sustainable product design and manufacturing. They also donate 2% of their annual revenue to partners focused on alleviating poverty.

We helped to scope the feasibility of their plan to establish a llama fiber supply chain in Bolivia, with the aim of creating a reliable income for impoverished farmers. Key learnings for me included the importance of personal conversations with stakeholders to establish what they really want and need, rather than relying on assumptions, and how fine the line can be between doing long-term "good" and negatively disrupting a community or market. The whole experience was challenging, fascinating, fun and hugely rewarding. It was also a great springboard to getting more involved with the TFC in general, and I'm excited to be a board member and Project Pyramid Chair next year!

SOCIAL ENTERPRISE CONSULTING

Ann Dunlap, M.Ed '17

My experience with Social Enterprise Consulting (SEc) began in January 2016 when I decided to join an interdisciplinary group of students who were planning to undertake consulting projects for local social enterprises. At the time, I wasn't even sure what this really meant, and I remember feeling uncertain about what I would learn and what type of work this might entail. My vague expectations were far surpassed; joining SEc was one of the best decisions I made during graduate school.

During my three semesters as a member of SEc, I partnered with two different clients and worked with students from four other graduate schools at Vanderbilt. I spent two semesters working with Justice Industries, a local social enterprise aimed at job creation for people who suffer chronic unemployment. My work with Justice Industries focused on creating a marketing plan and a customer acquisition plan with the goal of growing Justice Industries' business, and it taught me the necessity of creating a sustainable business plan and thinking big when considering social impact work.

This semester, I worked on a project centered around recruiting and retention efforts for Vanderbilt Dining employees. While not a traditional social enterprise, many of Vanderbilt Dining's employees live at or close to the poverty line and work only nine months out of the year. (There is not a need for on campus dining services while students are on summer vacation.) Highlights of this project included conducting a focus group with VU Dining employees to hear firsthand about the challenges and benefits of working at Vanderbilt and learning more about a workforce that I knew little about, yet interacted with while on campus. Throughout this project,



Social Enterprise Consulting is a program that places graduate students into interdisciplinary teams for pro-bono consulting work for local social ventures. Teams engage in both classroom and consulting hours to learn and best serve their partners.

Mod 2 | 18 Participants | 4 Projects

Mod 3 | 14 Participants | 5 Projects

512 Consulting Hours

256 Classroom Hours

I realized the importance of zooming out and analyzing a problem from many different angles. In doing this, my group better understood the scope of the problem and the variety of factors that impact it. In the end, our comprehensive understanding of the problem allowed us to deliver six recommendations to Vanderbilt Dining, presented to key staff.

As graduation approaches, I'm sad to see my time with SEc come to an end. It has been a highlight of my time at Vanderbilt, and my critical thinking and problem solving skills have grown because of my work with this incredible group of students. Without a doubt, I will lean on these skills as I begin my career after graduation.



Careers & Conferences

Conference Sponsorship

This year, the TFC sponsored students' attendance to conferences and competitions across the world:

Harvard SECON | 9 Participants
Unite for Sight, Yale | 3 Participants
Global Action Platform | 7 Participants
Hult Regionals | 11 Participants
Hult Impact Forum | 1 Participant

"Attending the Harvard Social Enterprise Conference was one of the highlights of my semester. Along with students from different graduate programs at Vanderbilt, I was representing the Turner Family Center for Social Ventures at the Conference."

- Asad Aslam, M.Ed. '18

"Industry leaders, students, teachers and disrupters in the social entrepreneurship space were all there, and I got to learn from so many of them. From the first keynote to the last; I was inspired, in awe and my mind opened-up all the amazing things people are doing to make a positive impact in people's lives. What was even more amazing is that the whole event was a student-led initiative."

- Tenele Dlamini, M.A. '17

Director's Advising Sessions

On Thursdays, TFC Director Mario Avila holds advising hours to speak with students about their future careers. Ninety-eight meetings were logged during official hours, though this number does not fully capture those students who met with Mario outside of these sessions.

Student Feedback from Office Hours:

"Mario has been an invaluable resource for developing the confidence to go after less available opportunities."

"Challenging in a good way, time with Mario was thought-provoking and challenged me to think in different ways."

2016 SUMMER FELLOWS

Through summer fellowships, graduate students receive internship funding and support from the TFC to bring their expertise and education into focused action with partner organizations in social enterprise. They gain valuable work experience integrating business and social impact. Engaging in meaningful preparation for their fellowships and support upon return creates a strong fellows peer network.



▼ Eileen Remley

M.Ed Int'l Ed. Policy & Management '17

Nashville Fairgrounds

"It was a great opportunity for me to apply my interests and skills in an unanticipated way. We worked to develop revenue generation ideas through the lens of social enterprise."



▼ Tenele Dlamini

M.A. Economic Development '17

Nashville Fairgrounds

"One of the most profound lessons was how I was empowered to take the lead on my part of the project and engage board members and city government officials. Coming from a small developing country, I was definitely intimidated at first, but soon overcame that throughout the experience."

▼ Sarah Imran

M.Ed Community Development & Action '17

Pact | Washington D.C.

"I love that Pact, as an organization, encourages collective growth, learning and knowledge-sharing and embodies a genuine commitment to human welfare and development. I am grateful to have been selected as a TFC Fellow and to have this enriching experience to grow in both a personal and professional capacity."



▼ Jaime Rincon

MBA '17

Pomona Impact | Antigua, Guatemala

"The fellowship at the Turner Family Center will allow you to pursue this path, even if the companies you are interested in do not have a formal internship process. This is a great way to create a network in the social enterprise environment and direct your career towards your passion."



EVENTS



LUNCH & LEARNS

These lunch-hour monthly events feature the expertise of a guest speaker and social impact leader

SIPS & SOCIAL VENTURES

Monthly social hours held off-campus for graduate students to connect with the TFC and with one another

CAMPUS & COMMUNITY ENGAGEMENT

The TFC worked across campus and with community partners to provide learning opportunities for graduate students

2nd Annual TFC Social Ventures Summit

Speakers

Pam Dorr, HERO

Sean McNamara, Enso.co

Josh McManus, Rock Ventures

Ryan Derfler, Geneva Global

Jeff Gowdy, J. Gowdy Consulting

Jessica Lawson, Mariposa DR Foundation

Will Anderson, Salemtown Board Co
& Maple Built

Rachel Taplinger, Revlon

Greer Tidwell, Bridgestone

Barrett Ward, FashionABLE

On April 1, the 2nd Annual TFC Social Ventures Summit brought over 70 students, faculty, and partners together at the Wond'ry. To kick off the Summit, Launch Tennessee sponsored a pitch competition on innovative solutions to revitalizing East TN rural economies.

Letter from Faculty Advisor



Across the professions that the Turner Family Center brings together over poverty alleviation, we find distinct but ultimately interrelated challenges. How can an innovation in education or healthcare tip the possibilities for people living in conditions of poverty? How might we help empower the imaginations, desires, and talents of people around the world to transform their own and our lives significantly for the better? The upcoming summer offers a rich opportunity for all of us to reflect on these challenges to recharge and redirect our efforts in the next years.

For some the summer begins with graduation for many others with internships. For most of us the summer has a different rhythm that can serve our needs for valuable reflection. For myself, I am actively exploring the tension and even paradox of our own motives as we partner with people seeking to move out of poverty. When C.K Prahalad first published his text 'Fortune at the Bottom of the Pyramid', he inspired a generation to firmly append a social mission to the power of enterprise (including the students who initiated our own Turner Center). But he also was strongly criticized by many in the traditional development world for advocating the exploitation of "the poor." Wasn't it wrong to bring the profit making mission to working with people living in conditions of poverty? Can a clinician, teacher, scientist, counselor, or even banker seek profit and still be of service?

Can those of us who choose this work be motivated by the "Fortune" that might be found at the bottom of the economic pyramid?

But, can anyone move out of poverty without having found a way to create some new "fortune" for themselves? If health improvements or education or financial resources are not instruments to economic self-sufficiency can they "alleviate" any more than the symptoms of poverty? Amartya Sen observed that when a person has both the capability and the opportunity to choose to live the life they desire they then have the substantive freedom that marks the difference between poverty and development. This perspective on the challenge centers seeking and enlarging the "fortune" as a key to our work.

So with my summer reflection resource I am diving deeper into the problem of how I can better work to increase the substantive freedom of those who are excluded, distanced, disabled, or denied the "fortune" required to lift themselves from the bottom of the pyramid. If you are doing some reflecting that touches upon this challenge I would love to learn from you. Send me an email and we can exchange ideas and insights. Let's hit the ground running for next year's work of the Turner Center.

Bart Victor

Dr. Bart Victor

CAL TURNER PROFESSOR OF MORAL LEADERSHIP



LOOKING FORWARD

“As we look to the year ahead, the programming board plans to focus on connections between local and global impact. Reflecting on the past year, the TFC’s impressive breadth of programming engaged record numbers of students across campus. This year, we aim to further refine our goals towards measurable impact. I am excited to work with our dynamic board of student leaders and look forward to seeing the ideas that emerge from this group!”

Sarah Gaffney, MBA '18
Programming Board Chair 2017-2018

TFC Partners

U.S. PARTNERS | 2016-2017

DETROIT, MI

ROCK VENTURES

EAST TN

APPALACHIAN SUSTAINABLE DEVELOPMENT

BOYS & GIRLS CLUB OF GREATER KINGSPORT

EASTMAN / FOUNDATION

EAST TENNESSEE STATE UNIVERSITY COLLEGE OF
PUBLIC HEALTH

KINGSPORT CITY SCHOOLS

NISWONGER CHILDREN'S HOSPITAL

TENNESSEE MUSIC ASSOCIATION

URBAN LEAGUE KNOXVILLE

GREENSBORO, AL

HERO

LOS ANGELES, CA

ENSO.CO

MEMPHIS, TN

ADVANCE MEMPHIS

AUTOZONE

BRIDGES MEMPHIS

CROSTOWN CONCOURSE EPICENTER

INTERNATIONAL PAPER

NEW MEMPHIS

RISE COLLEGE INITIATIVE

NASHVILLE, TN

AFRICAN AMERICAN CULTURAL ALLIANCE

AMERICAN MUSLIM ADVISORY COUNCIL

BASS, BERRY & SIMS LAW FIRM

BRIDGESTONE

CAL TURNER FAMILY FOUNDATION

CENTER FOR LATIN AMERICAN STUDIES (VU)

DARESITY

FASHIONABLE

J. GOWDY CONSULTING

JUSTICE INDUSTRIES

KINGDOM CAFÉ

LAUNCH TENNESSEE

LOCAL SHARES

MAYOR'S OFFICE FOR NEW AMERICANS

NASHVILLE FAIRGROUNDS

NICE (NASHVILLE INTERNATIONAL CENTER FOR
EMPOWERMENT)

NISOLO

REVLON

REDCAP

SALEMTOWN BOARD CO & MAPLE BUILT

SHADE TREE CLINIC

SILOAM HEALTH CLINIC

THE MONKEY PROJECT

TN IMMIGRANT & REFUGEE RIGHTS COALITION
(TIRRC)

VANDERBILT INSTITUTE FOR GLOBAL HEALTH

VANDERBILT DEPARTMENT OF ECONOMICS

VANDERBILT - DINING SERVICES

VANDERBILT - THE WOND'RY

PHILADELPHIA, PA

GENEVA GLOBA

SEATTLE, WA

ECHOING GREEN

GATES FOUNDATION

IMPACT HUB SEATTLE

ROVER

STARTUP HALL

THRESHOLD GROUP

TONIIC

WASHINGTON D.C.

NATIONAL COUNCIL OF LA RAZA (NCLR)

PACT

TFC Partners

INTERNATIONAL PARTNERS | 2016-2017

BOLIVIA
COTOPAXI

ECUADOR
RUNA

DOMINICAN REPUBLIC
MARIPOSA DR FOUNDATION

GHANA
CROWDFRICA
IMPACT HUB ACCRA

GUATEMALA
IMPACT HUB ANTIGUA
ITZA WOOD
POMONA IMPACT
WUQU' KAWOQ

KOSOVO
SAPUNE

NICARAGUA
THRIIVE

PERU
NISOLO

TFC Leadership

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PAUL FINELLI, MBA '17
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SARAH IMRAN, M.ED. COMMUNITY DEVELOPMENT & ACTION '17
JULIA IYO, MBA '17
ABIGALE JASINSKY, MPP '17
KELSEY MOORE, MSN '17
JAIME RINCON, MBA '17

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