



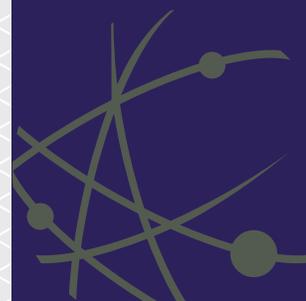
OPPORTUNITY COLLABORATION

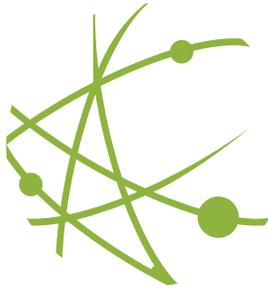
convene / connect / catalyze

Agenda

Concurrent Sessions

2015





OPPORTUNITY COLLABORATION

convene / connect / catalyze

CONCURRENT SESSIONS

Concurrent sessions are Delegate designed and led small group discussions.

Seating is available on a first-come, first-served basis.

Refer to your personal agenda for the complete event schedule.

Conversations for Change

Conversations for Change are extended, two-hour work sessions in which Delegates intensively discuss their common missions, strategies and challenges around a central question, policy issue or theme. Conversations for Change include a broad range of poverty-alleviation actors: impact investors, grant-makers, for-profit social enterprises, nonprofits, media & activists, and academic & corporate field leaders.

Capacity Building Clinics

Capacity Building Clinics are Delegate inspired and organized professional development sessions in which Delegates intensively coach each other. Concrete, pragmatic skills for organizations and leadership are taught.

Cluster-Forks

Cluster-Fork discussions held at lunch and dinner cover a wide range of policy, geographic, organizational, entrepreneurial, and poverty related themes, allowing Delegates to showcase their ideas, organizations and expertise. Seating is limited to twelve. Bring your meal to the table to join a discussion.

GUIDELINES FOR SUCCESS

The animating premise of the Opportunity Collaboration is simple: people of good will forge their own solutions, directions and alliances, and uncover new ways to combine and leverage resources. You are responsible for communicating your mission and assuring that other Delegates express theirs.

Delegates contribute to every conversation! Come prepared to share best practices and failures, illuminate partnership opportunities, reveal a current passion or spark innovative ideas. Don't preach theories. Engage your fellow Delegates. Ask questions and listen. Be personal and practical. Talk simply and use tangible examples.

Monday, October 12th

12:00pm

Lunch Service Begins

Luna Azul Restaurant

12:30-2:00pm

Cluster-Forks

Doug Balfour

Micro-Impact Investing Meets Strategic Granting in Northern Uganda

Two years ago in a packed Cluster-Fork, we discussed the idea of doing multi-sector investments (in job creation, education, and health) with blended capital (grants, loans and micro-impact investing) in one place - Gulu, Northern Uganda - to see if we could catalyze significant social change in the young adult population in this post-conflict region. Come and hear how this innovative ecosystem-wide development platform is now progressing!

Greg Coussa & Randy Welsch

Not Your Father's McDonald's: Social Franchising for Impact & Profit

How can we better ensure that the powerful motive to make money stays properly integrated with our social impact goals? Channeling entrepreneurial drive within the bounds of a conditional and revocable social franchise license may hold the key. Let's explore how social franchising can foster quicker scaling, better problem-solving creativity, quality control, organically-funded growth and enduring social impact in emerging markets.

Donna Katzin

Parachutes with Wings: Exit Strategies for Impact Investors & Donors in Emerging Markets

As impact funders who support young social enterprises seek to redeploy their investments and grants to assist additional ventures and communities, the question looms: how can investees and grantees "graduate" to flourish on their own? Exit strategies, like local capital market access and guarantees, can enable emerging businesses to thrive, and help funds play their catalytic role at greater scale. Come share your experience, questions and ideas!

Wendy Leonard

Designing Local Health Systems for Impact

Walk through Ihangane Project's six step process that begins with Listening to All Stakeholders and ends with Sustained Impact, guiding local communities to reach and maintain their health goals by focusing on quality and accessibility of care, while addressing the socioeconomic barriers to longstanding impact. We are considering three approaches to scaling our model as we grow. We would love to get your feedback and advice on our plans.

Natalie Lynn Rekstad

Leading the Donor Dance: Choreography for Increased Funding & Deeper Relationships

Up the odds of great outcomes through a fun and proven process that connects you deeply to donors. People give emotionally, but they make their decisions intellectually. Emerge from this interactive exercise equipped to reveal your donor's emotional link to your mission, build your credibility, and develop the lasting relationships that make fundraising fulfilling. Share this graceful process with board members to help them succeed as fundraisers!

Emily Lutyens

Overcoming "The Distribution Challenge" in Emerging Markets

Social enterprises often have a great product designed for impact. But how do we build delivery systems to make sure our solutions get to the people who need them most? And at an affordable cost, delivered responsibly? We have a pipeline issue: there aren't enough prosthetists to fit our amazing technology on amputees in developing countries. Come share how you've been effective getting affordable and life-changing products in use!

Terry Mollner

Trusts for All Children

Help set in motion a crowd funding program to create a \$10,000 trust fund for every child on earth. For only \$11 per month, anyone can establish a trust fund for their own child, while also enabling a second trust fund to be given to a child in need. With gift contributions over a lifetime, distributions to the elderly from these private sector trusts could equal U.S. social security. Come hear about this big idea, and help us identify debt capital partners.

Whitney Smith

Pulling Back the Veil on Corporate Cause Marketing Partnerships

Learn the ins and outs of Corporate Cause Marketing Partnerships. We'll talk about real case studies from inside real cause marketing partnerships which resulted in millions of dollars of unrestricted funding for social good. Come with all the questions you have been afraid to ask!

Monday, October 12th

6:30pm

Dinner Service Begins

Miramar Restaurant

7:00-8:30pm

Cluster-Forks

Winthrop Carty & Mark Newberg

Networks for Impact: Collaborating Across Borders

Do you sponsor, manage, or actively participate in globally distributed networks with a mission? Come talk about intentionally building ecosystems for impact. What have you learned about creating mutually-beneficial partnerships? What are the ingredients of success for networks of changemakers? What gets in the way of ensuring the whole is greater than the sum of its parts?

Antoine Chiquet & Susan Plimpton

Not Everyone Goes to College! Employment for Youth in Developing Countries

What experience do you have in post-secondary training and education? Entrepreneurial ventures? Seed capital? What opportunities exist - or can be created - for all the youth who earn a high school education, but don't go to a university? How can we create more vocational, entrepreneurial and leadership skills development opportunities for youth in developing countries?

Tory Dietel Hopps

Why Use a Gender Lens?

This year Dietel Partners hired Mama Cash, the first international women's fund, to do a gender lens audit of our grant making. Come hear what we learned from the audit and how we are changing our approach. Funders and practitioners are invited to share what you do to apply a gender lens to your work. Join in a conversation about the benefits of applying a gender lens to your work – and what changes when you do!

Cantave Jean-Baptiste, Obed Kabanda & Pierre Noel

Grant Making for Grassroots Capacity Building

Have a sincere dialogue about approaches embraced by grant-makers to fuel grassroots success. Grassroots organizations carry knowledge necessary to transform communities, but lack capacity to thread the processes, despite deep ownership and understanding of long-term community development. Let's discuss the logical relationship between commitment to strategic investments and the survival and growth of grassroots nonprofits.

Diane Johnson

Spirit-Filled Changemakers

Explore the connections between our spiritual lives, personal evolution and social change work. We'll reflect on and share our inspirations: the how and why of our global change work, and its manifesting of our values and spiritual traditions. This is a powerful opportunity to learn and share. What do we find most exciting about our work that is grounded in our faith and spiritual traditions? Be ready to have both your mind and heart opened!

Mary Kopczynski & Sujatha Sebastian

The Most Effective Ways to Measure Social Impact

How can we best balance the funder, investor, and practitioner perspectives and design strong programs?

Paul Loeb

2016 Elections: What Will it Take for 20 Million Students to Vote in the U.S.?

Far too many young voters stay home from the polls thinking, "My vote doesn't matter." We'll share engagement strategies developed by a national nonpartisan effort, the Campus Election Engagement Project, which worked with 280 campuses to bring an estimated 150,000 - 200,000 additional student voters to the polls last year. Let's discuss the prime barriers to youth electoral participation, and the most effective ways to overcome them.

Amy Sample Ward

Purposefully Diverse Engagement

As leaders of organizations, programs, coalitions, and campaigns, how do we most successfully come together as a truly diverse group that recognizes and respects - and productively utilizes - our differences in age, gender, race, ethnicity, faith, work experience, and perspective? How have we tried, successfully or not, to do this already and what can we learn together to be more successful bringing our communities together for lasting impact?

Tuesday, October 13th

12:00pm

Lunch Service Begins

Luna Azul Restaurant

12:30-2:00pm

Cluster-Forks

Chris Benner

Sustainable, Replicable, Scalable - From Social Innovation to Social Transformation

How do you move from small scale social innovations to large-scale social transformation? How are social innovations developed to ensure they are sustainable, replicable and scalable? In our university lab, partners in the U.S. and Global South are using and developing digital tools to promote social justice and environmental sustainability. How do we build small, isolated, but highly inspiring projects into initiatives with large-scale impact?

Pete Brach

Building a Robust & Supportive Philanthropic Infrastructure

How do we build systems that can enable all of us to perform at a higher capacity? How do we build better maps, pathways of communication, methods to disseminate needed information, and systems for identifying allies and collaborators on the ground? How do we identify the most promising innovations and bring them to scale? Hear about solutions being advanced in four countries. Bring your philanthropic infrastructure-building ideas to share.

Mario Ferro

What's Your Exit Plan? Short-Term Philanthropy for Long-Term Social Impact

How can philanthropic capital fund social change without committing for life? Conversely, how can start-ups kickstart with philanthropy in order to become fully self-sustaining? Whether you are a corporation, donor, or entrepreneur, learn how organizations are creating smarter business models and partnerships that lead to financial sustainability. Discover how philanthropy can ignite an increasingly innovative world of social enterprises.

Stephanie Heckman & Maya Winkelstein

The Philanthropic Market Re-Imagined

Philanthropy is a \$335 billion market. And yet, the flow of capital between funders and grantees is often dysfunctional at best. So, what are the economics of philanthropy? How does scarcity of resources and opportunity cost affect decision-making? What does the supply and value chain of philanthropy look like? What should it look like? What are our roles in the system - who is demand and who is supply?

Devin Hibbard & Aisha Nyandoro

Capturing the Intangible: What Creates Confidence, Empowerment & Self-Efficacy?

The beneficiaries of truly effective long-term poverty eradication programs gain the ability and confidence to implement effective interventions long after an organization exits. Many agree that this internal transformation - called Empowerment, Confidence, Mindset Change, Self-Efficacy, Resiliency - is key to poverty eradication, yet few of us know the science behind it. Join us to share how you promote confidence and measure its impact.

Kimberley Jutze & Libby McDonald

Building a Supportive Ecosystem for Social Impact

How can we better support changemakers with funding, talent, stronger organizational capabilities, impact measurement, and scaling successful models? Let's generate ideas for transitioning from a resource-scarce to a resource-abundant ecosystem where operating in the interest of the common good is the norm, changemakers earn a comfortable living, regulatory environments support social enterprise growth, and vendors serve change.

Vanessa Kerry

The Importance of People to Health Systems

Human capital is a requirement for all sectors - business, governance, education, etc. - but building talent is completely underinvested. Come discuss why people are an essential area of investment for meeting complex and emerging health challenges.

Vinita Saraf

Holistic Development of Children & Women in Urban Slums

One-third of urban populations in the developing world, over 850 million people, live in slums. Enabling children and women living in slums to identify and utilize opportunities is challenging. Hear how Ektara works with these challenges in Kolkata's largest slum through practical education, community-building, women's empowerment and vocational training. How can ours and similar programs be more effective, socially acceptable and sustainable?

Tuesday, October 13th

3:00-5:00pm **Conversations for Change**

T. Jackson Kaguri, Caren McCormack & Susan Plimpton Conference Center: Azteca 1
For-profit Ventures Sustaining Nonprofit Work

For-profit businesses show strong promise for generating in-country income to fund nonprofit activities. Hear about three such enterprises in Uganda and Kenya. Join us! Share the revenue generating activities and for-profit ventures that sustain your nonprofit. How are you using business to fund services? What are your challenges? Legal issues? Taxation? Corruption? Where and how have you been successful?

David Bank, Ron Boehm & Kristin Hull Conference Center: Azteca 2
*Reverse Shark Tank:
Entrepreneurs Grill the Investors!*

Calling audacious entrepreneurs and intrepid investors! Entrepreneurs are invited to put investors on the spot in this reverse-the-power-dynamic exercise. Ask early-stage investors how they measure their impact and about their operations. How do deals really get done? What are investors' best practices and their biggest pitfalls? Caution, investors: you may feel more compassion for the spot-lit, scrutinized entrepreneur after this experience!

Alice Eshuchi, Rosana Schaack & Adriana Welsh Conference Center: Azteca 3
*Empowering Women & Girls at the Grassroots:
Ring Out the Old, Bring in the New*

Join grassroots women leaders for a discussion about empowering women and girls and advancing their rights on multiple fronts. Economic empowerment is only half the answer. To achieve large-scale development outcomes, we must focus on a fresh approach that marries women's economic empowerment with policies that target the root of gender inequalities. Let's talk about how to empower women and girls as a true measure of sustainability.

Paul Loeb Conference Center: Maya 1
*The Impossible Will Take a Little While:
How to Keep Going Despite All the Barriers*

Social change work can be hard, with ample temptations to give up or grow brittle. So how do we help ourselves and others keep going for the long haul? When have you felt at the point of giving up and how did you get through it? We'll look specifically at the benefit of community, historical context, creativity, spiritual groundedness, and the necessity of taking social change involvement step by step.

Terry Mollner Conference Center: Maya 2
*The Maturation of Capitalism:
Giving Priority to the Common Good over Profit or Mission*

Review three case studies in Common Good Capitalism: (1) Ben & Jerry's, the first common good corporation inside a multinational; (2) Trusts for All Children, a nonprofit private-sector social security system; and (3) Mondragon, the giant Basque cooperative, an entire community working together in Spain's private sector. Come discuss what it will take for businesses to commit to prioritizing the common good over any other mission.

Tuesday, October 13th

3:00-5:00pm

Capacity Building Clinics

Vanessa Pierce & Elise Ridgway

Next-Generation Philanthropy:

How to Engage Gen-X & Millennial Supporters

Conference Center: Tolteca 1

Baby Boomers give almost half of all U.S. donations, and most nonprofits have built their development strategy around this mainstay. However, Gen-X and Millennial donors are increasingly at the fore of the philanthropic landscape. How do we inspire, engage and partner with donors in their 20s, 30s and 40s? Hear and share first-hand stories of what works and what doesn't, and learn how to successfully attract these very different groups.

Diane Johnson

Compassionate Values & Faith-Based Community Change

Conference Center: Tolteca 2

Are you a leader executing faith-based or values-driven work in the world? What are the distinctive aspects of values-driven and faith-based international development? How do we respond to the reactions to the "f" (faith) word? What best practices can we share about dynamic effective collaboration across denominations? Across secular partners? What inspires us in our work? Be ready to have an inquisitive, insightful and inspiring exchange!

Sara Cantor Aye

Prototype Before You Pilot

Conference Center: Office

Every change comes with a certain amount of risk. For social sector leaders looking to innovate, this hands-on workshop provides a toolkit of strategies for prototyping – a process for lowering risk when taking new ideas from concept to reality. Start with an idea for improvement and work through a 4-step process (write, draw, build, act) to develop the idea. Shift away from costly pilots and towards quick, iterative cycles of learning and change.

Leandro Beguoci & Laxmi Parthasarathy

How to Use Media for Social Impact:

The New Media Game & Solutions Journalism

Miramar Room

Boehm Media Clinic

People are frustrated with dead end news. Understand how audiences have changed, and know how to be part of the conversation in social innovation. Frame your organization as a solution relevant to current events. Position your story in a networked way, in a world defined by change. Understand why you need a multi-channel strategy. Learn how solutions journalism differs from good news, and how it can engage the media in your work.

Boehm Media Fellows are offering multiple skill building sessions throughout the week, as well as a media studio and feedback lab. See the Boehm Media flyer for details!

Tuesday, October 13th

6:30pm

Dinner Service Begins

Miramar Restaurant

7:00-8:30pm

Cluster-Forks

Karabi Acharya

Spreading Great Ideas: Turning Organizational Learning into Action

We learn from the promising ideas and efforts of others: both within and beyond our sectors and areas of interest and expertise. We'll focus on what needs to happen to turn that learning into action. How can we create the right context to work with our colleagues to mutually explore what we learn and efficiently transition that exploration into implementation? What should we consider when we spread ideas from other sectors, countries and cultures?

Sarah Borgman

Convening for Impact

We all know face to face meetings and conversation are always preferred over phone or skype. But how can we ensure those meetings are impactful? How can we best measure in-person conferences and gatherings against stated goals – or can we? Come share your ideas and experiences while gathering intelligence for your next in-person opportunity.

Casey Box

Shifting the Funding Paradigm: Indigenous-Led Grants in Ecuador

Traditional grant making can limit an organization's responses to changing environments. Indigenous communities living in remote geographies face frequent, existential threats outside of the view of journalists and human rights organizations. Rapidly changing needs are not always aligned with donors' strategic priorities and funding cycles. How can trust, transparency and flexibility lead to more efficient and impactful grassroots grants?

Claudine Emeott & Matthew Weatherley-White

Metrics from the Ground Up

How do field-workers and NGO execs respond to the growing demand for metrics without burdening their organization? What does Big Data mean for the field? And what is the transmission mechanism between data and effective work? We'll have an engaging discussion on metrics tracking and reporting, teasing apart the difference between "data" and "information" and providing a capital markets overview of the impact metrics discipline.

April Freitag & Pierre Noel

Sustaining Philanthropic Efforts

Philanthropy can bridge gaps to enable communities to thrive. But gaps continue to deepen from a lack of knowledge sharing, best practices and replicable models; lack of unrestricted funding; lack of strategic investments in sector building; and lack of collaboration between funders, nonprofits and governments. How can philanthropy be a catalyst for transformation? Can we build an ecosystem to support nonprofits delivering impact?

Ram Adhar Kapar, Jim Nowak & Tina Sciabica

Rebuilding Nepal

Advocating for a bottom-up, community driven approach to rebuilding the many communities that were devastated by the quakes.

Daniel Moss

*Implementing the Human Right to Water in the Climate Change Era:
Healthy Watersheds, Healthy Drinking Water*

How can we build resilient public water systems for the billions of thirsty people around the world, while safeguarding watersheds and fortifying rural communities? Climate change makes this question urgent. How can we implement the human right to water, and compensate the stewards of our planet's shared natural resources?

Amy Paulson

Trauma Healing & Psychosocial Support: The Missing Link for Sustainable Social Change

Healing the psychological wounds of trauma is not often a donor priority. Yet trauma healing is often the missing link that would make other interventions like education and vocational skills training more effective. Share your experience about which psychosocial support models have and haven't worked at the grassroots level in developing countries. How can we raise awareness that trauma healing is critical to sustainable transformation?

Wednesday, October 14th

12:00pm

Lunch Service Begins

Luna Azul Restaurant

12:30-2:00pm

Cluster-Forks

Alice Eshuchi, Rosana Schaack & Mary Tal

Effective Grassroots Response to the Ebola Crisis in Liberia

Most of the response to the Ebola crisis was driven and determined by large NGOs and outside government assistance. Some of these interventions were deployed at the cost of ignoring grassroots groups already in place with creative and appropriate community based solutions. Hear how one group quickly and efficiently redirected their work and impacted the greater community of Monrovia, Liberia and what they are doing in the aftermath.

Julie Garreau & Nick Tilsen

Grassroots Solutions to Challenges Facing Native America

Join two indigenous, grassroots organizations for a round table discussion to explore strategies addressing the daunting challenges that face contemporary Native America. Learn how we are working to alleviate poverty, restore culture, and foster reconciliation and healing on two reservations. Get a firsthand look at groundbreaking, edgy programming that teaches job and life skills, and encourages holistic wellness in the lives of native youth.

Aaron Kahlow

Collaborative Economy: Empowering Gamechangers with Scalable Learning Distribution

Many of us have amazing wisdom to share. Yet beyond a speech at an event or an interesting blog post, we can't really reach the masses with our knowledge. We all need a better way to share. Let's discuss how to harness the power of the Collaborative Economy to fuel next generation, mass adoption of knowledge areas like the Mindfulness Movement, Digital Transformation & Social Business, and Entrepreneurial Self-Empowerment.

Jennifer Kenning

Aligning Your Values with Your Mission & Investments

The assets at your disposal are far greater than just financial. We'll complete an exercise designed to tap into the things you care about most across nine different issue areas. Allocate not only your capital, but your time and influence. Then overlay your values with impact opportunities across all asset classes, to maximize the impact you are having with your entire balance sheet. The power of leveraging all your assets has never been greater.

Marc Mitchell

Do We Measure the Wrong Things?

With increased emphasis on measurement to assess programs, it's very important we measure the right things. Too often we are not, counting outputs like people trained or messages sent rather than whether behavior improved or changed as a result. Or, we report on lives saved, even when our impact on deaths averted is an unproven assumption. What causes evaluation problems? Can we construct better measures of program impact?

Abhi Nangia

Bursting the Bubble: Helping Youth Lead Change

For humanity to effectively address our world's greatest challenges together, we need every possible human on board! Could bringing social entrepreneurship to third graders as a framework for personal, interpersonal, and global positive change help us address the quantity and quality gap in change-making? Would schools let us in? How can social entrepreneurship education integrate directly with traditional academics globally?

Harold Rosen

Evergreen Impact: Sustainable Financial Models for Impact Investing

Impact investing is a \$60 billion field. As the field continues to swell, impact investors need to consider what vehicles engender returns alongside social impact, and how varied stakeholders can best join together. The Grassroots Business Fund is addressing these questions through innovative structuring and permanent, sustainable "evergreen" capital. Let's discuss the opportunities and challenges in impact investment vehicles.

John Berger & Sarah Symons

Ethical Fashion & Consumer Products

How can we work together to grow the market for ethical consumer products and ethical fashion? Does your social enterprise or charity make and sell consumer products, or are you considering adding an earned income project? Let's put our heads together to discuss what's working and what hasn't worked, and explore together how to get fair trade and ethical fashion out of the shadows and into the mainstream!

Wednesday, October 14th

3:00-5:00pm **Conversations for Change**

Meron Mathias, Arun Sardana & Carlos Sibaja Conference Center: Azteca 1
*Breaking the Vicious Cycle of Poverty & Abuse Among Vulnerable & At-Risk Children:
An Enterprise Philanthropy Model for Investors & Grantors*

Sustainable outcomes require dependable sources of funding. Our enterprise philanthropy model is profitable, scalable, replicable and adaptable to local conditions. It strengthens families and addresses critical early childhood development, funding programmatic support for vulnerable children and helping farmers address environmental and farm productivity issues. Let's have an extremely engaging and highly productive dialogue!

Jonathan Isham & Roshan Paul Conference Center: Azteca 2
The Future of Social Entrepreneurship Education

Are you interested in how social change is "taught" and how we can improve our methods and networks for doing so? Do you think there needs to be a new way of embedding social entrepreneurship into educational institutions? Are you keen to learn about the current trends, possible futures, and potential partnerships in high-impact entrepreneurship education? If you answered yes, join us for a workshop discussion on the topic!

David Banks & Randy Welsch Conference Center: Azteca 3
Blending Capital to Solve the Hardest Problems

A new kind of collaboration is needed to solve systemic social challenges. How do we get for-profit investors, foundations, governments, consumers and other stakeholders to align their resources most effectively for the common good? Let's explore new hybrid strategies that can creatively blend equity, debt, L3Cs, B-Corps, PRIs, matching grants, emerging market peer partnerships and lots more to solve the gnarliest social challenges.

James Harrington & T. Jackson Kaguri Conference Center: Maya 1
Cross-Cultural Money Matters

What concepts about money and economics are distinct between traditionally Western and African culture? Is precise accountability a defense for honesty and tool of stability? Or is it lacking a generous spirit and insensitive to daily struggles? Should resource-providers or resource-recipients determine how resources are used? How do financial priorities differ? What aligns our community and financial values, creates trust, and incentivizes results?

Amy Paulson Conference Center: Office
Mindful Philanthropy: Making the Shift Towards Awareness & Practice

We've heard a lot about the buzzword "mindfulness" in recent years. What does it really mean? How does it relate to social change? Let's explore mindfulness and the personal, cultural, political, and other lenses from which we engage as social changemakers. Let's discover how we can shift towards a new, holistic, relationship-based paradigm that is grounded in presence, awareness, patience, compassion, local wisdom, trust and mutuality.

**John Anner, Sasha Fisher,
Cristi Hegranes & Emily West** Miramar Room
From Whispers to Shouts: Empowering Communities to Find Voice

Programs that empower populations to find voice, solve their own problems and implement community solutions often have greater impact, are more cost-efficient, and help solidify burgeoning democracies as locals hold governments accountable for their actions. Let's discuss concrete examples from the field, best practices, and coalition building to strengthen support for community-based programs amongst both NGOs and donors.

Wednesday, October 14th

3:00-5:00pm **Capacity Building Clinics**

Mary Kopczynski & Sujatha Sebastian

Conference Center: Maya 2

Making Commercial Financial Tools Work for Your Mission-Driven Organization

Would your nonprofit organization like to figure out how to unlock capital with far less effort? Would your foundation like to support social mission driven organizations outside of just providing grants? If you are unsure about impact investing, PRIs, and other commercial financial tools but would like to learn more, then join us!

No question is a stupid question!

Ray Umashankar

Conference Center: Tolteca 1

Creative Fundraising: Overcoming Objections

Fundraising can be very challenging for most non-profits. Come and find out how fundraising can be fun and not a painful exercise, by using creative approaches that donors find difficult to say NO to! You can overcome objections by turning the situation to your advantage.

Julia Beck, Morgan Close & John Etgen

Conference Center: Tolteca 2

More than Translation: Reaching Diverse Audiences with Education Materials

Customizing educational materials involves much more than translation alone. Understanding and respecting the local culture, educational system and style are critical to transmitting important messages through education. Discuss your successes and challenges educating diverse audiences. Learn best practices to consider when transferring messages from one culture and country to another.

Boehm Media Fellows are offering multiple skill building sessions throughout the week, as well as a media studio and feedback lab. See the Boehm Media flyer for details!

Wednesday, October 14th

6:30pm

Dinner Service Begins

Miramar Restaurant

7:00-8:30pm

Cluster-Forks

Joy Anderson, Mara Bolis & Brian Concannon

Pushing Impact Investing Out of Its Comfort Zone

How can impact investors work with NGOs to chart the course for a rights-based approach to broad social change? Oxfam's WISE Fund documents obstacles to growth faced by women-run businesses, and uses firsthand information to recommend policy. We also publicly celebrate the successes and capabilities of women entrepreneurs. What if every impact fund drew broad attention to social inequities? How much more could we do?

Doug Balfour

Doing Good Great

Often we settle for doing good based on the worthiness of our cause, rather than the excellence of our investing, granting or programming. Learn the eight principles for best practice International Development programs that are highlighted in *Doing Good Great*, Doug's new book based on his experience in health, education, anti-trafficking, economic empowerment, disaster recovery and environmental sustainability. Come assess your effectiveness!

Steph Cordes, Lissa Piercy & Sam Vaghar

Millennials in Impact: Who Are We?

There is a lot of buzz about "millennials" and "millennial engagement" but who are these young people entering the world of social change and how can we further engage them, support them, and learn from their thinking? Next 'genners, anyone who identifies as a Millennial, and anyone who has questions about working with "young folk" are invited to join this conversation on engagement, workplace, and relationship-building across generations.

Jay Geneske & Cristi Hegranes

Money for Media: Ways to Fund Media Social Enterprises & Endeavors

Media social entrepreneurs are creating exciting hybrid models and maximizing mission-based and marketplace opportunities. Come join Boehm Media Fellows for a discussion about how media enterprises can be uniquely positioned for both nonprofit and for-profit dollars. With practitioners who have learned a few good lessons, discuss practical models and plans, and tackle your questions about common challenges, successes and confusions.

Jackie Jenkins-Scott

Transformational Leadership in Times of Transition

Let's explore the issues leaders face during times of personal or institutional transition. In any stage of our career, we can find ourselves in transition, confronted by issues of the heart that can have a profound impact on our life. Challenges include confidence in our decision-making process, finding the "correct" path forward, and maintaining personal integrity, energy, and passion during difficult transitions. Share your strategies for weathering transition!

David Mark

The Worldwide Local: How Can Local Communities Own & Lead Development?

Let's review all the ways our projects would have more impact with better local support and engagement. Share your best practices, new tools and successful approaches.

Libby McDonald & Adriana Welsh

How to Build a Value-Based Brand that Advances Women's Rights

Come hear how grassroots women's organizations in Mexico, Haiti and Iraq are creating ethical product brands that use market forces to promote women's rights and respect the environment.

Emily Stone & Robert Terenzi

Supply Chains Start at the Farm

Both Vega Coffee and Uncommon Cocoa train farmers in Latin America to improve the quality of their original product, and train farmers on how to process the commodity, so they can capture more profit from the value chain with a specialty-grade finished product. We have leap-frogged more established companies and earned first pick of top tier products because farmers prefer to work with us. Do you know similar success stories? Come discuss!

Thursday, October 15th

12:00pm

Lunch Service Begins

Luna Azul Restaurant

12:30-2:00pm

Cluster-Forks

Mandar Apte

Mindful Media to Empower and Enable Positive Impact

Media Rise! Each one of us is a media producer, if we own a smart phone! How can we inspire both the consumption and creation of meaningful media that accelerates social good? Come explore and share your perspectives.

Claudine Emeott & Karen Little

Opportunities & Challenges in Crowdfunding

Hear about Kiva's field partner model – and how scaling with these partners has been both a success and challenge. How can we bring in more managed lending accounts to ensure loans do not expire? What type of non-MFI partners have struggled to use Kiva effectively? Come share ideas for capacity building and technical assistance that could address persistent gaps for non-MFI partners.

Carol Erickson & Jim Nowak

How Not to Be the "Founder from Hell"

Are you a Founder trying to put your ego behind, and find a new role in a changing organization? Are you a Board Member helping a founder recognize their responsibility to ensure their organization thrives without them? Or perhaps you are a new Executive Director, struggling with a Founder "letting go" so you can lead? Join a Founder and Director who have navigated these transitions to get the practical advice your organization needs to change.

Jeanne Farr & Lou Radja

Embodying Ubuntu

How can each of us embody Ubuntu and be a force for good in the world within and beyond the limitations of our roles? Ubuntu is the essence of our humanity, our intrinsic inter-connectedness and how all of our actions impact each other and the world. We'll explore the meaning of Ubuntu; how the concept of Ubuntu can be woven into ones work and life; and why that is essential if we want to collectively change the world.

Kristiina Hiukka

Collaboration is Co-Laboring

What is Collaboration? Why is it so hard? How do we do it effectively? Come discuss feminine and masculine approaches to trust, practical relationship skills, and commitment to our work, each other and ourselves. Build capacity for an interactive process that maximizes the cooperation efforts of two or more people who commit to working together to achieve a common goal.

Lissa Piercy, Sam Vaghar & Britt Yamamoto

No Social Leaders, No Social Change: The Importance of Investing in People

Development can be so focused on solving problems, we overlook the people who are leading the organizations that do the actual work. Whether called capacity building, human infrastructure, or overhead, "investing in people" often takes a backseat to an "investment in things." Come share your stories of building human capacity in your initiatives. Learn what is done to cultivate, inspire and sustain commitment to social change around the world!

Suzanne Salomon

Overcoming the Funding Challenges Created by Political Unrest

Let's discuss the challenges of raising international funding for projects in countries with perceived political unrest. What does the media cover versus what is reality? What are the different expectations and comfort level needs of foundations, impact investors and funds? What is the best way to present the story? How stable is stable?

Doug Vilsack

Investing in Collaboration: Meet the Posner Center's International Collaboration Fund

Explore the results of the first seven collaborations supported by our fund, engaging over sixteen organizations. The Posner Center for International Development's 55 tenants and 60+ member organizations – innovators growing lasting solutions to poverty – submit ideas to our fund to help their peers build capacity, take risks, and improve their impact. Come share your knowledge and experience with collaboration funds solving poverty!

Thursday, October 15th

3:00-5:00pm

Conversations for Change

Marty Cordes, Steph Cordes & Jackie VanderBrug
Gender Lens Investing: the Now and the Next

Conference Center: Azteca 1

What are the current opportunities for investing in women and girls? Where is the innovation? And where are the challenges? What new data and new stories can we report?

Maggi Alexander & Karen Keating Ansara
What Do International Donors & Funders Need to Engage More, Collaborate More & Give More?

Conference Center: Azteca 2

Come prepared to share how you inspire and engage international donors, and help them collaborate with and learn from each other.

T.J. Cook & Sheryle Gillihan
What Works? Design, Technology & Innovation for Scaling & Sustainability

Conference Center: Azteca 3

Why should we poverty alleviation leaders spend money on digital and design when it could go directly to addressing the acute needs of the people we're trying to help? Even if we see what innovation could do – it's expensive. So, how do we lower the risk without squelching creativity? And how do we get this work funded? Let's talk real examples of failures and success with design for social impact, app development and lean impact.

EJ Jacobs
Beyond the Board: Creating Donor Ambassadors who are Most Profitable to Your Nonprofit

Conference Center: Maya 1

Getting existing donors to fundraise is a tricky proposition. Many NGOs make the mistake of putting every willing donor on their Board. Let's discuss the best and worst ways to turn donors and donor allies into stronger access to funds. Hear from donors about how and why they successfully connect NGOs to funds. Discuss proven strategies that yield results, and ask your burning questions about how to best create donor ambassadors.

John Etgen
Behavior Change: What Works & What Doesn't?

Conference Center: Maya 2

Behavior change is a stepping stone to improved health and poverty alleviation. Campaigns that work to reduce AIDS, improve menstrual hygiene, and control infectious diseases often focus on changing behaviors, such as increased hand washing or condom use. What's the best way to get a person to change their behavior? Share your experiences and ideas and react to interactive demonstrations of behavior change methods.

Gretchen Steidle
Mindfulness & Social Innovation

Conference Center: Office

Conscious Social Change advances social innovation founded on understanding that change happens from the inside out. It maximizes the unique capabilities of all stakeholders to optimize impact and sustainability. Come exchange your personal experiential practices, tools to employ in our social justice work, research on why mindfulness is valuable and relevant, and case studies on successful conscious change models and their impact.

Jonathan Lewis & Soushiant Zanganehpour
Is Social Enterprise a Fool's Errand?

Estrella Theatre

Will social enterprise take us to the Promised Land? What does the data say about the performance of social enterprises in building lasting and scalable solutions to intractable social problems? When considering the most efficient, scalable and demonstrable interventions for progress, how well do social enterprises perform? What distinguishes enterprise and entrepreneurship? Join us with your skepticisms and personal observations.

Thursday, October 15th

3:00-5:00pm **Capacity Building Clinics**

Andrea Armeni

Conference Center: Tolteca 1

What Is a Transformative Enterprise? What Does Its Curriculum Look Like?

Learn the community-centered social justice principles that underlie a Transformative Enterprise to increase the overall impact of your social enterprise and foster mutual accountability among all stakeholders. We'll cover co-designing a project with the community served, shared governance and engagement, shared ownership and economic participation, alternative investment structures, mission-aligned exits, and accountability.

Kimberley Jutze

Conference Center: Tolteca 2

Systems Mapping for Change

Large-scale change requires a working understanding of the system you operate within, and the identification of key leverage points where interventions can have the greatest impact. Come interactively learn a mapping process that is a tool for change within organizations and communities. Work in small groups to map out the system you seek to change, gather input, debrief, and contract for the implementation support you need.

Amy Sample Ward

Miramar Room

Engagement Online & Offline:

Boehm Media Clinic

Successful Multi-Platform Media Strategies

From Twitter to offline events, nonprofits have almost too many options when selecting fundraising, networking and communications platforms. Identify the right tools for your community and campaign. Get an overview of leading platforms for advocacy and fundraising, including social networking sites, crowdfunding platforms, and mobile apps. How do you unify strategies across platforms? What really works? What are the future trends?

Boehm Media Fellows are offering multiple skill building sessions throughout the week, as well as a media studio and feedback lab. See the Boehm Media flyer for details!



OPPORTUNITY COLLABORATION

convene / connect / catalyze



Key Delegate Locations

- ① Communications Center: MAILBOX
- ② Conference Center
- ③ El Encanto Restaurant
- ④ Estrella Cantina, Terrace & Theatre
- ⑤ Luna Azul Restaurant
- ⑥ Mini Club Med
- ⑦ Miramar Restaurant, Room & Palapa
- ⑧ Petit Club Med

Accommodations

- Ⓐ Cielo
- Ⓑ Iguana
- Ⓒ Muñeca
- Ⓓ Pájaro
- Ⓔ Sol
- ⊕ Hotel Reception & Infirmary