



The La Red de Innovación e Impacto Summit, July 20-21, 2017 George Washington University, Washington, D.C.

The La Red de Innovación e Impacto team is pleased to share this summary of its 2017 Summit on July 20-21 in Washington, D.C. We are delighted to have hosted 70 participants over the two-day event.

Primary objectives:

- Share the lessons learned from the eight sub awardees that received scaling funding from the Department of State this past year;
- Share lessons learned from the Accelerator programs;
- Convene external experts to provide their insight to the landscape of scaling innovation to support sustainable growth.

Stakeholder highlights:

Rachel Poynter, Director of the Office of Policy, Planning & Coordination at the Bureau of Western Hemisphere Affairs, U.S. Department of State, noted that La Red as a network has had “significant results that include: 2,230 small and medium-sized enterprises (SMEs) in the region are directly benefitting from USG assistance; 220 individuals have gained new employment through these projects; 1,638 individuals can be considered as having gained better employment; and 1,240 farmers are now applying new technologies and/or management practices to improve their crops. As a direct result of La Red, six members have reached agreements with external stakeholders and 22 of our members are actively partnering with each other to help scale their presence.”

Élodie Roy of Baastel gave an excellent overview of La Red’s accomplishments over the past 3 years, which includes 4 organizations financed to scale, 8 organizations financed to complete an annual project, 30 active member organizations in La Red, 3 accelerators working one on one with members, virtual and in-person trainings and technical assistance, rigorous monitoring and evaluation, and sustainable return on investment (SROI) training.

FEEDBACK FROM STAKEHOLDERS

“Once again, thanks for inviting me to share last Thursday and Friday with you and all La Red members. It was an honor for me to learn from them and to be part of the community you have created.”

- Manolo, Paez, VP of Strategy | The Global Good Fund

“It was my pleasure to participate. I learned so much for the conversations I was able to have and from the fellow panelists.”

- Jennifer Schmidt, Director for New Business Development, FINCA

“It was a pleasure to have been part of this. I came back very inspired, very impressed on the work you have done and excited about the possibilities of further cooperation.”

- Armando Laborde, Director New Ventures Mexico

SUMMIT PARTICIPANTS

The La Red Team

La Red members

U.S. Department of State

Investors/Partners/Stakeholders

- Accion

- Agora Partnerships

- Aspen Network of Development Entrepreneurs (ANDE)

- Context Partners

- FINCA / Fighting Poverty with

Microfinance and Social Enterprise

- Georgetown Entrepreneurship Initiative

- Global Good Fund

- Inter-American Development Bank

- New Ventures

- NESST

- Omidyar

- Overseas Private Investment

Corporation

- Pro Mujer Inc.

- SC Johnson

- USAID, Partnering to Accelerate

Entrepreneurship (PACE)

Jennifer Ceriale, Deputy Director of the Office of Policy, Planning & Coordination at the Bureau of Western Hemisphere Affairs, U.S. Department of State, provided a thorough and excellent explanation of the “whats” and “hows” of accessing U.S. federal grants.

In a panel with project accelerators **Agora Partnerships, New Ventures, and NESST**, the audience learned of what differentiates their programs, building and scaling stakeholder ecosystems to support program participants, and how accelerators can build not just the businesses they support, but also create larger societal and environmental impact.

On the unique value of social entrepreneurship in Latin America, panelists from **USAID, Georgetown University, OPIC and Ashoka**, engaged in an in-depth conversation on the “missing middle” (\$25k- \$250k) in investments, changing the culture of business and investment, and embracing innovative business models to catalyze social entrepreneurs.

The group was then treated to a great presentation by **Randall Kempner, Executive Director of the Aspen Network of Development Entrepreneurs (ANDE)**, who spoke on the untapped potential of impact investing in Latin America.



On supporting economic development through investing in innovation, panelists from the **Interamerican Development Bank, the Omidyar Network and FINCA** explored market-based solutions to social, economic and environmental challenges, including several platforms for creative innovators throughout Latin America and the Caribbean.

Director of Investments at Accion, Ameer Parbhoo, described the details of Venture Lab, Accion's initiative to invest in startups at seed-stage, with a focus on emerging markets.

Jacob Madsen, Director of Sustainability of SC Johnson, shared the latest from the company, including SC Johnson's Greenlist initiative to increase transparency of ingredients and to phase out harmful chemicals, as well as initiatives to curb the spread of the Zika virus.

Lastly, to close out an excellent Summit, **Manolo Paez, Vice President of Strategy at the Global Good Fund**, gave a smart synopsis of social entrepreneurship and leadership, as well as the Global Good Fund's fellowship and social impact models.

Member highlights:

- **AcuaCare** (Colombia) has expanded its vermifiltration system for wastewater to projects in Guatemala and Nicaragua;
- **Camara de Comercio de Bucaramanga/ Incubatec UFRO** (Colombia/Chile) presented their roadmap for a strategic alliance between CCB and IncubatecUfro to improve capacity building through business incubation and acceleration, and have expanded to the Dominican Republic to strengthen the ecosystem for women entrepreneurs;
- **CONEP** (Panamá) reported that, together with its partners SIMAPRO and CompitemAS, implemented improvements in both environmental and business aspects;
- **CPmL Nicaragua** has expanded its support of SMEs in Nicaragua (Chinandega, Ometepe, León) using technical assistance in cleaner technology and financing, and is now scaling to Guatemala and El Salvador;
- **Las Páginas Verdes** (Mexico) updated the audience on its latest green marketing initiatives, including the Tiper marketing bootcamp and EcoFest, the largest eco-trade show in Latin America, which featured Guatemalan SMEs who have been supported by LPV through this project;
- **Techstars** (Mexico) has helped develop the startup ecosystem throughout Latin America; recent activities include the Latam Summit 2016 which was achieved with the support of La Red, as well as community workshops in Guatemala, Peru, Panama, Costa Rica, Honduras and the Dominican Republic;
- **Travolution** (Colombia/Chile) presented on its successful inaugural Latin American Summit on Community Based Tourism, held in Colombia in March of this year with participation from representatives from all over the region;
- **Wakami/ Comunidades de la Tierra** (Guatemala), which aims to increase market access for all rural business, has expanded to Peru with its partnership with Sector 3 (another member of La Red) and at the global level by launching a new digital platform for online shopping.

SUMMIT SURVEY RESULTS

Responses to survey questions:

"My organization had space to share our ideas and talk about our strengths and needs": Agree + strongly agree = 93%

"I think the panels and speakers were interesting and relevant to my work": Agree + strongly agree = 93%

"Will I use the content presented during the sessions to scale and strengthen my work?" Agree + strongly agree = 100%

"After the experience of this summit, in general, I am interested in participating in events of the La Red in the future": Agree + strongly agree = 100%

Additional comments from participants:

"The summit was magnificent. Thank you so much for everything."

"Excellent activity. Congratulations to the organizers. Continue contributing to the sustainable growth of Latin America. "

"It was simply spectacular. With each passing year, the relationships between the members of La Red become more solidified. We are already doing business with 2 (members)! "

"It was truly a process that made us all grow! Thank you for the very personal support of the La Red partners. It made a difference! Let's keep moving forward!"
