

## Tuesday, June 19

<b>8:30 a.m.</b>	<b>Breakfast</b>
<b>9:00 a.m.</b>	<p><b>Welcome &amp; Intro to ANDE</b> <i>Devin Chesney &amp; Carly Giddings, ANDE</i></p> <p>The welcome session will provide a brief overview of the hosts, ANDE, as well as an opportunity for attendees to share what they hope to get out of the training.</p>
<b>9:45 a.m.</b>	<p><b>SGB Sector Insights</b> <i>John Kohler, Miller Center for Social Entrepreneurship at Santa Clara University</i></p> <p>In this introduction, John will chart the development of the SGB sector to date, current trends, and common taxonomy. This session will establish a knowledge base for the rest of the training.</p>
<b>10:30 a.m.</b>	<b>Break</b>
<b>10:45 a.m.</b>	<p><b>Doing Deals Part I - An Overview + Finding and Screening Deals</b></p> <p>This segment will discuss the broader impact investing sector and then delve into types of enterprise financing, the enterprise life cycle, the broader impact investing spectrum, and finding and evaluating deals.</p>
<b>12:00 p.m.</b>	<b>Lunch and Informal Networking</b>
<b>1:00 p.m.</b>	<p><b>Doing Deals Part II - Screening and Due Diligence</b></p> <p>Effective due diligence is imperative to a successful deal. This session will cover the various types of due diligence, from financial to operational to social.</p>
<b>2:15 p.m.</b>	<p><b>Doing Deals Part III – Term Sheets Process and Valuation</b></p> <p>Part III of Doing Deals will consider how one structures a transaction to optimize the interests of all participants, looking at valuation techniques and term sheets.</p>
<b>3:15 p.m.</b>	<b>Break</b>
<b>3:30 p.m.</b>	<p><b>Doing Deals Part IV – Deal Structures and Exits</b></p> <p>Growth capital is an essential component of the SGB sector and it is critical to align investment structures with the ability of the SGB to perform against them. This session will review examples of recent innovations in SGB financing.</p>
<b>4:45 p.m.</b>	<b>Day 1 Wrap Up</b>
<b>5:30 – 7:30 p.m.</b>	<p><b>Networking Reception</b> <i>Woodrow's – 43 Murray Street New York, NY 10007</i></p> <p>Come network with fellow training participants as well as ANDE members and friends from all over NYC. Feel free to invite others interested in the sector that were unable to attend this training. The Networking Reception will be at Woodrow's, located 20 minutes walking from the S&amp;P or 10 minute via subway from S&amp;P Global's offices to either Park Place (if coming from Wall Street Station) or Chamber Street Subway Station (if coming from South Ferry station)</p>

Time		Wednesday, June 20	
8:30 a.m.	<b>Breakfast</b>		
9:00 a.m.	<b>Impact Measurement and Sustainable Development Goals: Vava Coffee Case Study</b>		
9:45 a.m.	<b>Doing Deal Part V – Post Investment Support and Adding Value</b> Prior to and after a deal, capacity development and monitoring are critical components for ensuring success and the expected return on investment. This session will also examine how investors can add value after investment.		
10:30 a.m.	<b>Break</b>		
10:45 a.m.	<b>Future Trends in Financing Small and Growing Businesses</b>		
11:15 a.m.	<b>Parking Lot and Wrap Up</b>		
12:00 p.m.	<b>Lunch and Informal Networking</b>		
	<b>Model Presentations and Case Study Exercises</b> <i>Representatives from ANDE member organizations will walk participants through examples of M&amp;E, supporting high growth and social entrepreneurs, and the stages of doing deals for their organizational models.</i>		
1:00 p.m.	<b>TriLinc Global</b> <i>Joan Trant, Managing Partner</i> <i>TriLinc Global is a private investment company that provides trade finance and term loans to small and mid-sized businesses in developing economies globally through a series of impact-focused investment funds. By unlocking the potential of these growing businesses, TriLinc offers investors the opportunity to achieve both competitive financial returns and significant, measurable economic, social and/or environmental impact.</i> <i>TriLinc will guide participants through their approach in evaluating potential investments from an ESG/impact perspective. Participants will review a proposal and identify top social and environmental issues, positive and negative, that they believe the proposed funding raises and/or addresses.</i>		
2:00 p.m.	<b>Break</b>		
2:15 p.m.	<b>Clinton Giustra Enterprise Partnership</b> <i>James Jenkin, CEO</i> <i>The Clinton Giustra Enterprise Partnership (CGEP) is a social business builder that brings entrepreneurial solutions to global poverty. CGEP builds from scratch and manages agribusinesses that work with smallholder farmers and fishers. CGEP works to improve their livelihoods by providing the tools they need – from training and financing to technology and innovation – and connecting them to markets where they can prosper and work themselves out of poverty.</i> <i>Participants will be asked to evaluate one of CGEP’s agribusinesses and determine whether or not they would invest in the company. Participants will be asked to come up with a series of questions that will allow them to gain an understanding of the impact of the business and the investment opportunity.</i>		
3:15 p.m.	<b>Break</b>		
3:30 p.m.	<b>Debrief and Evaluation</b>		
4:00 p.m.	<b>Departures</b>		