



OPPORTUNITY COLLABORATION

convene / connect / create

2010 Delegate Voices, Outcomes & Stories

"Deepened co-funding with Draper Richards Foundation and Ansara Fund. Got the inside information on a rogue grant which only came to light due to discussions at the Opportunity Collaboration. Made grants to: HealthLeads, Mothers2Mothers, Thrive and Design That Matters. In addition, I deepened co-funder relationships and info sharing on due diligence. Enormously well worth the time and costs. A brilliant gathering that is a rejuvenator!" - Tory Dietel Hopps, Principal, [Dietel Partners](#), USA.

"1to4 Foundation executed a partnership agreement with MicroCredit Enterprises including a \$1 million guarantee for microloans. We also committed \$50,000 in convertible debt financing for MicroEnergy Credits, a clean technology company serving the BoP and have sponsored 2 OC fellows to attend the 2011 Unreasonable Institute seminar. More projects are in the pipeline and we will be back in 2011 in search of more ways to socially invest!" – John Ayliffe, President, [1to4 Foundation](#), Switzerland.

"Just wanted to mention that the current article "One Acre At A Time" (pages 69-70) in the Stanford Social Innovation Review came from my meeting with the One Acre Fund at last year's Opportunity Collaboration. That's all for this issue, but maybe another one or two stories will appear down the road." -- Regina Starr Ridley. Publishing Director, [Stanford Social Innovation Review](#), USA.

"At Opportunity Collaboration, I met Whitney Smith, the founder of Girls for Change. We now use their curriculum and model for Social Change Projects at the Akilah Institute in Kigali. Our students identify a problem in their community, design a solution, and then implement it, as they learn critical skills in leadership, public speaking, and problem solving. The GFC model has empowered them with the tools to attack problems in their communities as they now volunteer at local orphanages and lead local trainings. Whitney Smith is also hosting an event for Akilah at her home in California with two visiting Akilah students!" - Elizabeth Dearborn Davis, Chief Executive Officer, [Akilah Institute for Women](#), Rwanda.

"I'm honored and privileged to accept your invitation! The Opportunity Collaboration was a wonderful experience for me personally and professionally last year, filled with

moments of insight and inspiration. o be able to contribute to catalyzing those moments in others is a fabulous opportunity!" - Chantal Sheehan, Executive Director, [New Global Citizens](#), USA.

"Congratulations on what you have created. No matter who we talk with in the philanthropic space, Opportunity Collaboration finds its way into the conversation – they went, they're going, they learned, they met or they saw... It truly has become a "must attend" event in this space." - Gail Kaneb, President, [Breakthrough Strategies](#), & Board Chair, [Tostan](#), Senegal.

"At the Opportunity Collaboration I tested the idea for a holding company that I am launching to build businesses in Africa and India, I received enough positive feedback to move forward, so -- if it all works out -- you can chalk this up as an Opportunity Collaboration success. Further, I met the Dean of the Monterey Institute of International Studies at the OC and he now is on the board, so we are already collaborating." – Jason Fairbourne, Chief Executive Officer, [Fairbourne Consulting Group](#), USA.

"At Bamboo Finance, we are careful with our travel budget and this event was well worth the investment of time and money. The Opportunity Collaboration sparked an immediate \$1 million investment in our Mexican education portfolio company, FINAE. This is a very special event. It successfully created a relaxing and reflective environment for fueling my personal inspiration, developing my knowledge of new ideas in the field of poverty alleviation, supporting our private equity fund's fundraising goals, providing opportunities for us to invest in social ventures...and I even found a dance buddy! Bamboo Finance looks forward to being there in 2011...the best conference I have ever attended." -- Keely Stevenson, Chief Executive Officer, [Bamboo Finance](#), Switzerland & USA.

"After the Opportunity Collaboration, Reach Global met in India with Pathfinder International (another OC Delegate), Population Services International and a number of other great organizations to identify ways to work together to equip married and unmarried adolescent girls and women in rural Bihar with health education, contraception, and health counseling. We hope to take this collaboration forward in the 2011 to help address the important issue of women's reproductive health." – Sean Kline, Executive Director, [Reach Global](#), USA.

"Opportunity Collaboration for me was a big success. It was my first ever forum meeting of international organizations and foundations. It opened my eyes to see that we can collectively achieve much if and when we collaborate. Now I am seeking to know other events such as this that I may attend. Kindly allow me to share with you my gratitude for the thoughtful ideas that we shared during the Opportunity Collaboration.

"We were honoured with the challenge to fundraise \$10,000.00 which is going to be matched by the Peery Foundation that I met at the Opportunity Collaboration. The Cordes Foundation, Global Philanthropy Alliance and individual members of my

Colloquium group did make the match, so we have raised \$21,500.00. The grants will touch many women and their households. I have not enough words to express my gratitude.

“I cannot forget to mention the referrals I have received to other organizations that have requested proposals from us. Delegate Linn Kincannon from Thrive introduced me to the Arthur B Schultz Foundation and I met their representative who was visiting Kenya in December. The foundation requested for a proposal for our Nanny School to be submitted this month. I have also been introduced to the Lantern Projects by Delegate John Anner. We are requested to send in a list of equipment we need for training so that the project can consider us for funding in the March/April cycle.” -- Lindy Wafula, Founder/Director, [Project Africa](#), Kenya.

“I just had a lovely lunch with three women I met through the 2010 OC, Nina Smith (GoodWeave), Vineeta Gupta (Global Fund for Children), and Angie Peltzer (Dept of Labor). During one of the cluster forks, these ladies were at a lunch table where the issue of microfinance unintentionally increasing child labor came up. We pulled together a quick breakfast discussion on the issue, and now are trying to get a broader grassroots-level discussion going on this issue and how the microfinance sector can become more proactive about paying attention to the complexity of this issue as they make small loans to individuals.” – Carol Erickson, President, Carol A. Erickson Associates, USA.

“Of all the wonderful connections we made at Opportunity Collaboration, one of the most special was to Bob Friedman, Chair of the Corporation for Economic Development, who is now a member of our Board of Advisors!” - Donna Katzin, Executive Director, [Shared Interest](#), South Africa.

“I owe you a BIG thank you, a hug and a hot dog of your choice. By attending the Opportunity Collaboration, I met foundation board member looking for a new investment consultant, and he liked what he heard, so he got my firm on the short list. We are working on the RFP now and I am thrilled. Moreover, I have already referred potential clients to Gene Takagi, whom I met at a Cluster Fork and thought was incredibly impressive by the way. I have done the same with Gina Miller at DMD for marketing. As importantly, I was so impressed with both that I will continue to think of them for clients and friends who might need their services. And, I am a smarter, more engaged and more enlightened person for having attended the Opportunity Collaboration. That alone is pretty impressive to me.” – Randy Allison Hustvedt, Principal, [Federal Street Advisors](#), USA.

“The Opportunity Collaboration was supremely productive. I am so grateful to have had the opportunity to attend. In the course of just a few days, I met some incredible and extraordinary people plus exciting contacts for Health Leads. It is a privilege for me to know them on a personal level, in the way that only hanging out with a piña colada as the sun sets over the Pacific can allow. A Delegate who advises philanthropists has

already visited our programs in Boston and offered to make connections to clients. Regina and I are in conversations about an article about Health Leads for the Stanford Social Innovation Review. These are all opportunities that would not have been possible were it not for the Opportunity Collaboration and the generosity of the Cordes Fellowship.” – Rebecca Onie, Chief Executive Officer, [Health Leads](#), USA.

“Thanks to the Opportunity Collaboration, the Friends of Hue Foundation (FHF) formed a partnership with the Arthur B. Schultz Foundation’s Thrive Microenterprise Program, resulting in a \$25,000 challenge grant to operate a microenterprise program to empower entrepreneurs. Another delegate at the OC offered a match grant of \$25,000 to help us employ this game changing solution to rebuild a war-torn Vietnam. Above all, we developed amazing partnerships and alliances, attracted new board members and more. THANK YOU OPPORTUNITY COLLABORATION!” -- Spencer Ton, Vice President, Operations, [Friends of Hue Foundation](#), Vietnam.

“At the Opportunity Collaboration I was asked to develop a policy track for another event, asked to speak at a conference (good PR for my organization and good perspective for a crowd that is learning about the value of health social franchising) and asked to be on a board of a young organization.” – Katie Drasser, Health Systems Consultant, [Global Health Group](#), USA.

“It was very interesting how we met Jolkona. The Opportunity Collaboration staff introduced the Jolkona CEO to us on the first evening and, after two consecutive nights of conversations, we decided to have a legitimate meeting about partnering. Because they select their partners, rather than allow anyone to sign up, we had to divulge our current funding initiatives to see if we'd be a good fit. Turns out, we are planning to send in the application today and sign an MOU soon. Jolkona will help us fund for our Workforce Supportive Housing Program. Jolkona users will be able to see how their donations are being spent. With this initial funding initiative, we hope to raise \$15,000 via Jolkona.” -- Chris & Eileen Richardson, Program Manager & CEO, [Downtown Streets Team](#), USA.

“MicroEnergy Credits -- a global aggregator of carbon credits for microloan borrowers who are financing clean technology in their lives and villages – and the Swift Foundation met for the first time at the Opportunity Collaboration. I am so gratified that the foundation decided on the spot to invest \$100,000.00 in our company.” – April Allderdice, Chief Executive Officer, [MicroEnergy Credits](#), USA.

“I met Professor John Danner at the Opportunity Collaboration where he invited me to give a guest lecture to his Princeton course called ‘Ventures to Address Global Challenges’, which was super fun and another new accomplishment for me to brag about. But the best part was an email I just received from one of his students thanking me. Just thought I'd fill you in on the Opportunity Collaboration ripple effect.” – Jessica Kizorek, Partner, [Two Parrot Productions](#), USA.

“I’m not really one for snoozefest conferences with a bunch of wealthy people grandstanding about how they’ve theoretically solved poverty. The Opportunity Collaboration is the opposite of that. You meet the most genuine people who are totally and completely aligned with you and have the means to turn your conversation into real collaboration. These collaborations have proven invaluable for Sustainable Global Sourcing.” – Chid Liberty, Chief Executive Officer, [Liberty & Justice](#), Liberia.

“I came to the Opportunity Collaboration as a travel companion, hoping to catch some rays and perhaps have some meaningful mealtime conversations. I was between projects and attempting to determine my next step. Delegates graciously shared valuable words of advice and encouragement, and I made a few incredible connections. As a result, I’ll be participating in a month long paid internship with [Girls For a Change](#) in Santa Cruz, California this winter!” -- Sheffield McCann.

“I’ll make this quick since I am sure you are flooded with emails like this. Thank you so much. What an inspiring event. I met so many great people representing so many great organizations, that my Delegate Roster is so marked up I can barely read it! I think we have four tangible partnerships that will see fruition or development shortly, all of which stemmed solely from the Opportunity Collaboration.” -- Chris Richardson, Program Manager, [Downtown Streets Team](#), USA.

“Thanks to the Opportunity Collaboration, ThinkImpact is able to announce an extraordinary collaboration with the Feed The Hunger Foundation which is making \$40,000.00 available to rural entrepreneurs with very early stage social businesses who are also supported by our Fellows. As a result, Fellows no longer need to raise capital for their social businesses and community entrepreneurs have access to the financial and human capital they need to succeed! Incredibly, Feed The Hunger Foundation’s rapid-fire decision, built on the retreat’s trust environment, was reached after a candid, unhurried exchange of views. There is simply no venue that compares to the Opportunity Collaboration for exploring the most difficult questions social entrepreneurs face. Frankly, I’d rather sacrifice all other conferences and JUST go to OppColl.” -- Saul Garlick, Founder & Chief Executive Officer, [ThinkImpact](#), USA.

“My experience was truly life-changing. I just arrived back in Kigali and I am still trying to process all I learned! Plus, just two weeks after the Opportunity Collaboration, a Delegate that I met, the CEO of Icontact, hosted a fundraiser for Akilah with over 100 people at his company’s new headquarters in Raleigh, North Carolina. Just one of many great connections and relationships made at the Opportunity Collaboration!” -- Elizabeth Dearborn Davis, Chief Executive Officer, [Akilah Institute for Women](#), Rwanda.

“As a direct result of connections made and nurtured at the Opportunity Collaboration, MicroCredit Enterprises is making a two-year, \$125,000.00 loan to Salone Microfinance Trust (SMT) in Sierra Leone. The funds — SMT’s first international commercial loan --

will be used to fund microloans in a difficult-to-finance part of the world. SMT is a partner of Shine on Sierra Leone, an Opportunity Collaboration Delegate.” -- Ayesha Waglé, Senior Vice President, [MicroCredit Enterprises](#), USA.

“Root Capital was able to reconnect with many existing partners and supporters as well as make new contacts that are already bearing fruit -- potential co-lending opportunities with Microcredit Enterprises in Peru; conversations with Global Partnerships about jointly linking credit and financial training to savings and loans cooperatives in Nicaragua; brainstorming with Jeff Ashe about how to plug Oxfam's Savings for Change program into Root's global network of coop clients; and private wealth advisors, such as Veris Wealth Partners and Federal Street Advisors, interested in referring us to their clients for potential investment. Short of hanging out together for five intense days in Ixtapa, I don't know how else you can make so much headway in so little time. My only regret is I didn't get to surf with Chid Liberty of Liberian Women's Sewing Project. Next time I'm in Monrovia, Chid!” – Willy Foote, Chief Executive Officer, [Root Capital](#), USA.

"I came away from the Opportunity Collaboration with two potential deals for the Overseas Private Investment Corporation (OPIC), both in the "green" sector and both with very high social and economic benefits in the countries where the investments are being made. I am very pleased with the contacts I made at Opportunity/Collaboration!" - Peter Ballinger, Director, Business Development, [Overseas Private Investment Corporation](#), USA.

“It was a good event for me: Shari Berenbach, new USAID Director of Microenterprise Development, and I spent time collaborating on how micro and SME finance might be extended to agriculture in Africa. Robin Smalley, founder of mothers2mothers, has been on my radar for a while, and now Mulago is considering funding her organization. Diane Calvi, the Executive Director for Village Enterprise Fund, and I will be talking more after they finish their strategic plan. From Rick Beckett, CEO of Global Partnerships, I learned about their collaboration with PATH and Pro Mujer, a program perspective that can inform some of our other grant-making. Rebecca Onie, founder and CEO of Project Health, and I will talk more in early 2011 about perhaps supporting their work in New York.” -- Laura Hattendorf, Portfolio Director, [Mulago Foundation](#), USA.

“Just wanted to send a thank you for a wonderful Opportunity Collaboration experience. You did a great job bringing together a fabulous collection of engaged and interesting people. I am grateful for all of the heart and soul that obviously went into everything (not to mention brains!).” – Beth H. Cohen, Director, Global Philanthropists Circle, [Synergos](#), USA.

“I will admit, the Opportunity Collaboration is perhaps the first event I have attended in my life that exceeded my expectations. By a lot.” -- David Henderson, [Idealistics](#), Chief Executive Officer, Inc.

“I came to the Opportunity Collaboration with a curious mind, but very few expectations. After several years on the conference circuit, I cease to have that childlike wonder that accompanied my first meetings. A week later, I walked away from Ixtapa with new ideas to explore, actionable next steps and introductions to people I will know for a lifetime. The circle of learning created at OC allowed all of us to contribute what we could, and take away what we needed. This could only have happened in an environment where there was participant leadership and an engaged group dynamic. A unique chance to advance my anti-poverty work; I will return in 2011.” – Darlene Daggett, Executive Director and Founder, [Ikatu International](#), Ghana.

“I loved my time at the Opportunity Collaboration. Magnificent, glorious, soul-filling encounters.” -- Bob Patillo, President, [Gray Ghost Ventures & Rockdale Foundation](#), USA.

“Thank you for inviting me to Opportunity Collaboration and making sure I could function well throughout the conference. It was an exhausting, but fruitful four days. I loved every moment of it. The Opportunity Collaboration is thoughtfully designed and splendidly executed. I needed to crash-test the Monterey Institute's training program and gauge interest in it. I got very useful feedback, expressions of interest beyond my expectation plus multiple intellectual orgasms.” -- Yuwei Shi, Ph.D., Dean and Professor of Strategic Management, Graduate School of International Policy and Management, [Monterey Institute of International Studies](#), USA.

“I came to Opportunity Collaboration to broaden my thinking and knowledge as well as find inspiration in the work of others. This was the perfect conference to do just that. The people are terrific, the format lends itself to interesting and stimulating conversation, and there are an abundance of innovative, creative approaches to tackling poverty represented by social entrepreneurs and funders alike. It was impossible not to leave with a renewed sense of purpose and energy. I highly recommend it.” -- Bill Young, President, [Social Capital Partners](#), Canada.

“As both a funder of charitable programs and a service provider to the non-profit industry, I was stunned at the level of connectivity at the Opportunity Collaboration in Mexico. Not only did we decide on whom to give video production grants in 2011, but we also picked up new video assignments in Africa and Asia. Sign me up for 2011.” -- Bill Kizorek, Chief Executive Officer, [Two Parrot Productions](#), USA.

“What were my expectations? First, to be stimulated by new thinking, compare the Trickle Up model with other approaches, and have the opportunity for in-depth conversations with leaders/thinkers I admire -- such as the president of Freedom of Hunger, the CEO of Global Partnerships, the director USAID's Office of Microenterprises and others. This was especially important to me this year because Trickle Up is in process of long-range strategic planning. Second, to find new donors and develop closer relationships with current ones. I was able to accomplish that goal,

but one of the things I learned after the 2009 OC was that it is more productive and satisfying to see the event as more than a place to hunt for new funding. It is much more than that.” – Bill Abrams, President, [Trickle Up](#), USA.