

The Foundation Accelerator

powered by  Fledge

Philanthropy and Impact Investing

Webinar #2 (of 4)

Luni

Serial Entrepreneur,
Investor,
Teacher,
Author



Entrepreneur
in Residence
& Faculty



1992 1996 2001 2005 2009 2011
GROUNDTRUTH Mobile Market Research

MEDIO Mobile Search & Advertising

(M)FORMA Mobile Games

W UNIVERSITY of WASHINGTON

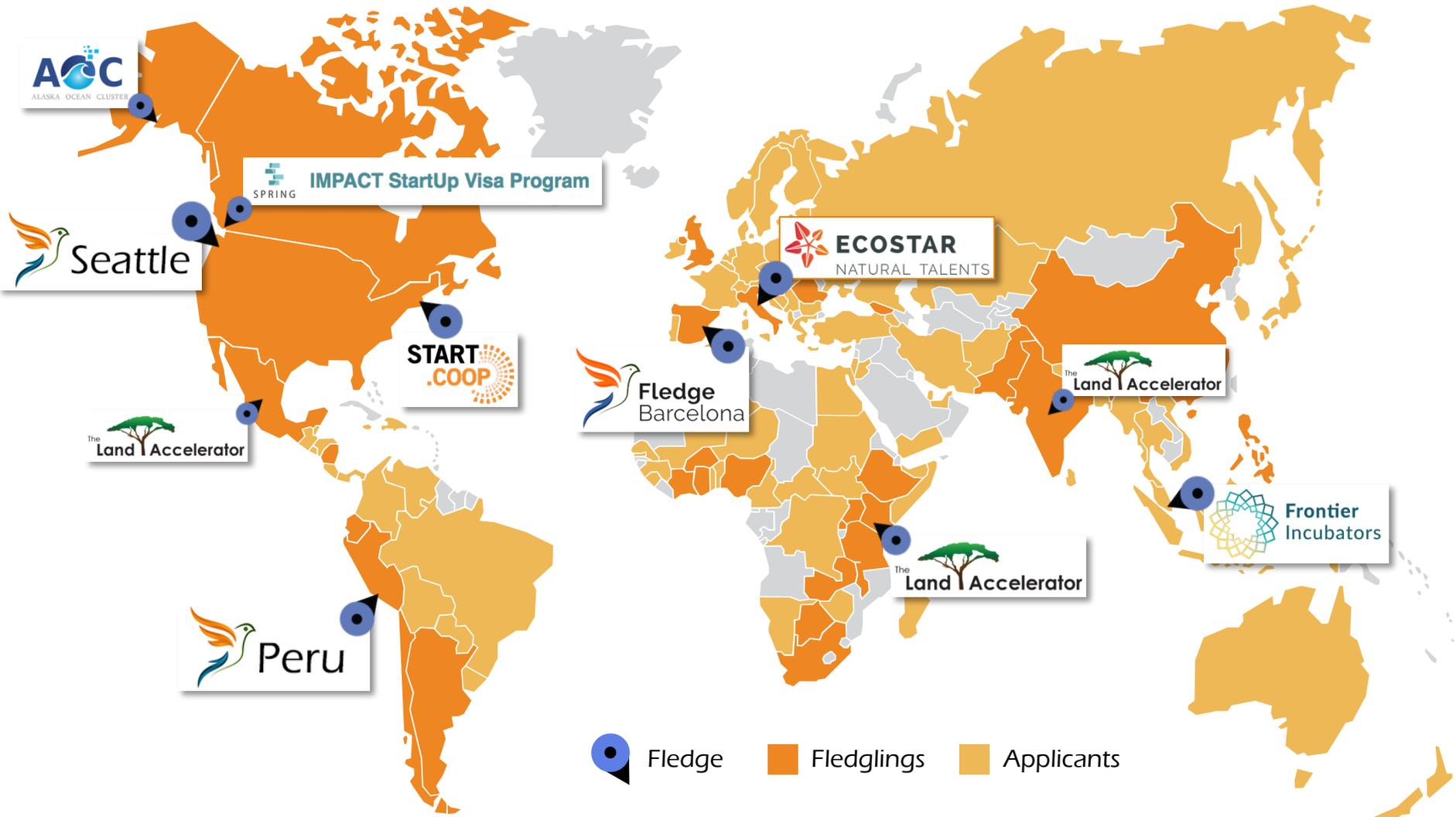
2WAY Enterprise web collaboration

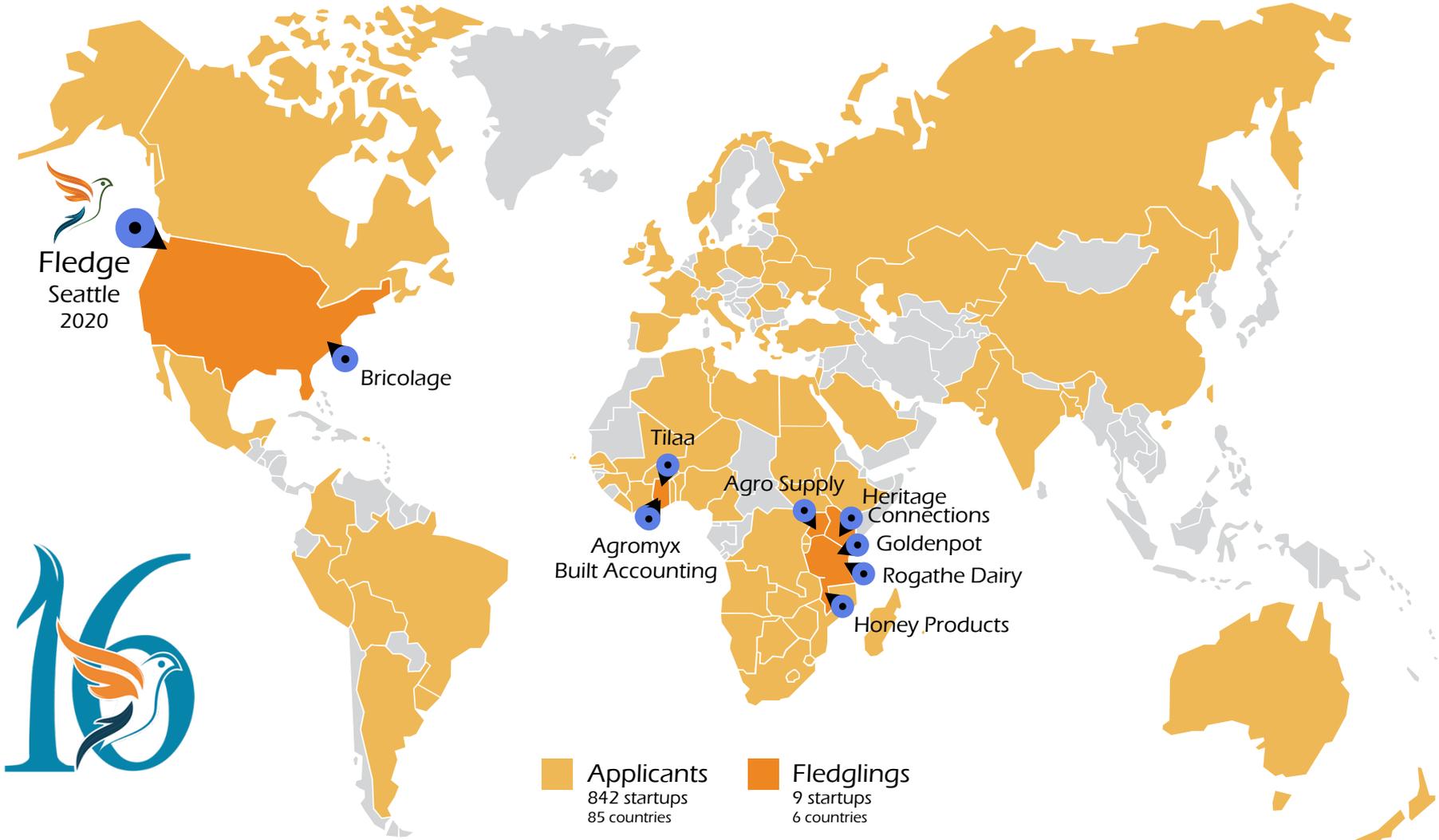
Nimble Tablet, smartphone software

Carnegie Mellon

W C4C Entrepreneur in Residence







The Foundation Accelerator

powered by  Fledge

The Foundation Accelerator invites foundations and families to a 10-week training for program officers, investment officers, and others to learn how to blend investments with grants, using existing capital to catalyze more impact

Foundation **Accelerator**

- An Accelerator for Investors?
 - Not just training. **Training + Doing**
 - In a **cohort** of peers
 - With a **structured** curriculum
 - Only a **few weeks**
 - With a **shared goal** at the end

Timeline

- **Free workshops**
 - Last Thursday
 - Today
 - Next 2 Thursdays
- **Commitment**
 - After the 4 workshops
- **Week 1**
 - Thursday
April 23, 2020
- **10 Weeks**
 - April 23 – June 25

Cost

- **\$55,000 recoverable grant**
 - \$50,000 goes into a pool of capital to be invested
 - \$5,000 is the fee to participation fee
- **Grants go to our 501(c)3 partner**
 - Realize Impact (realizeimpact.org)
- **Fledge is a (tiny) venture capital fund**
 - \$3+ million raised from 67 investors
 - 100 investments across 90 companies

4 Free Webinars

- A. An Accelerator for Foundation?**
- B. Impact Investing vs. Philanthropy**
- C. The Realities of Startups**
- D. A Preview of the 10 weeks,
Q&A on the Foundation Accelerator?**

10 Week Program

1. Blended, Catalytic, Impact Capital
2. Philanthropists and Investors: Divided by a Common Language
3. Integrated, Full-Spectrum, Blended Investing
4. Debt, Equity, and Recoverable Grants
5. Revenue-based Investing
6. Dissecting a Pitch Deck
7. Managing a Portfolio of Investments
8. Transactions vs. Relationships
9. Reviewing the Investment Options
10. Choosing the Investments

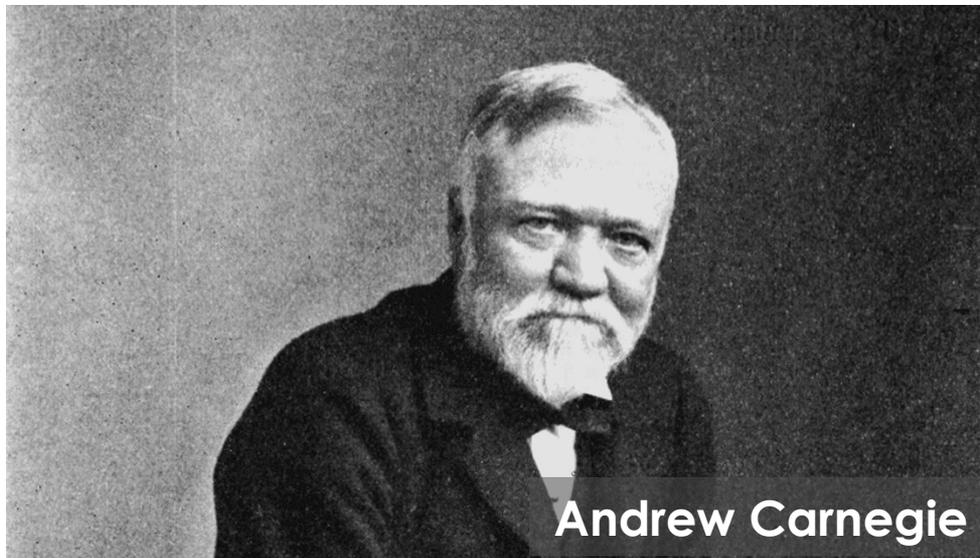
The Foundation Accelerator

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Philanthropy and Impact Investing

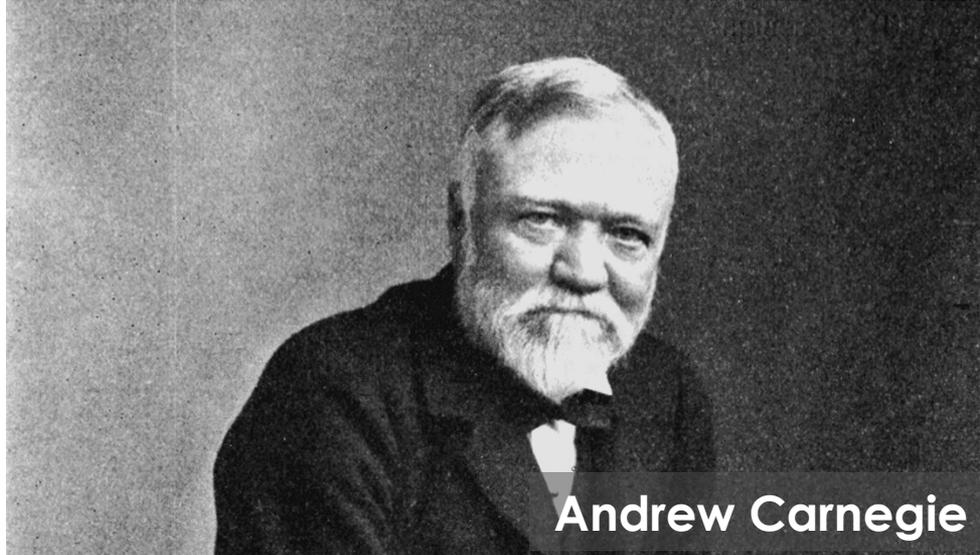
Webinar #2 (of 4)

 **Make as much money as possible**



CARNEGIE
=STEEL CO=

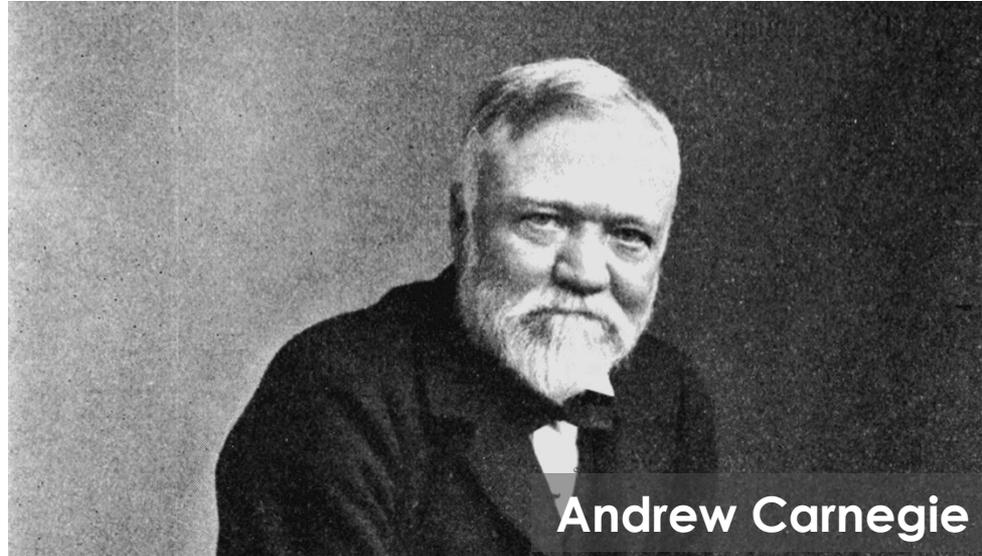
Sold to J.P. Morgan in 1901
\$492 million (\$15 billion in 2020 dollars)



Andrew Carnegie

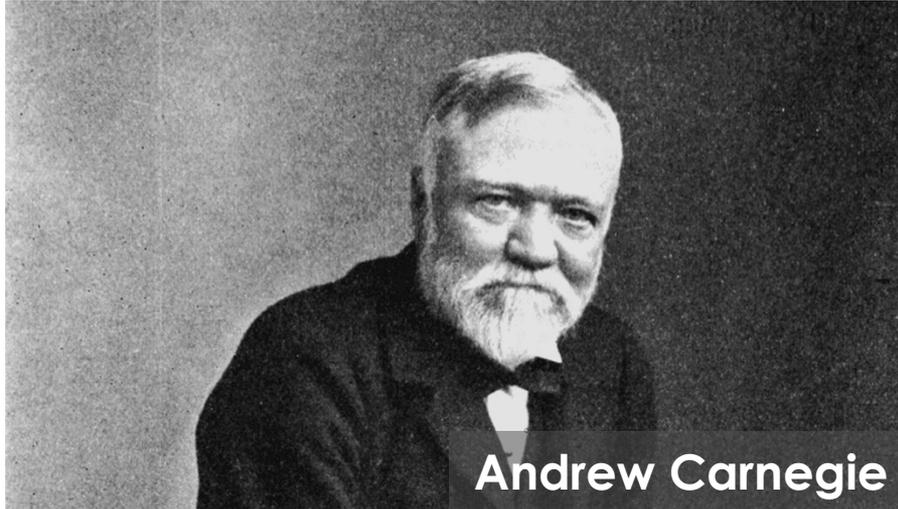
CARNEGIE
=STEEL CO=

Sold to J.P. Morgan in 1901
\$492 million (\$15 billion in 2020 dollars)



Give it away

CARNEGIE
= STEEL CO =



Andrew Carnegie



CARNEGIE
INSTITUTION FOR
SCIENCE



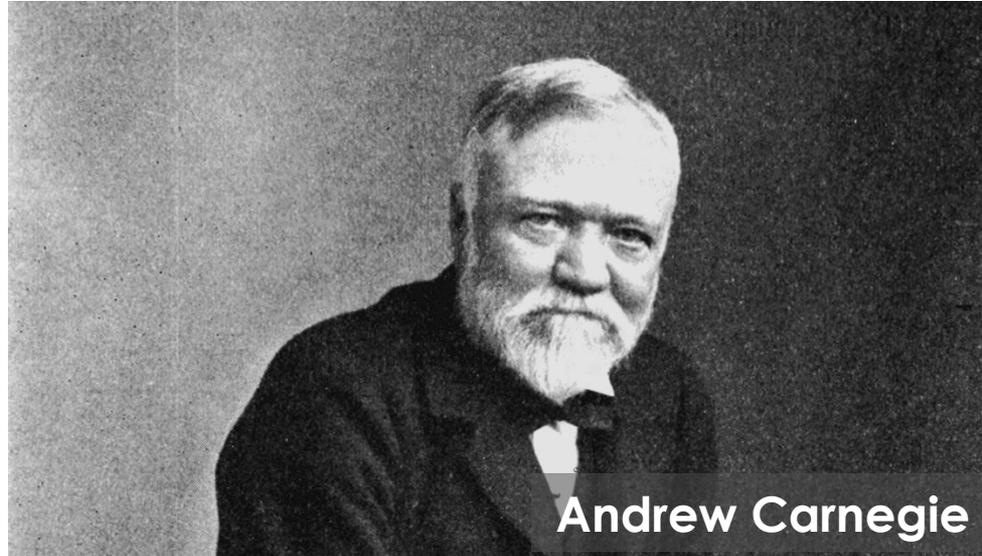
Get Rich... Give it Away
is an *invention*

- Andrew Carnegie, c. 1902

**Poverty, Hunger, Health and
other big global issues
are solved by philanthropy
is a *consequence of that invention***

... a 20th Century paradigm

Investing



Philanthropy



Investing

Connected in a continuum

Philanthropy



Investing

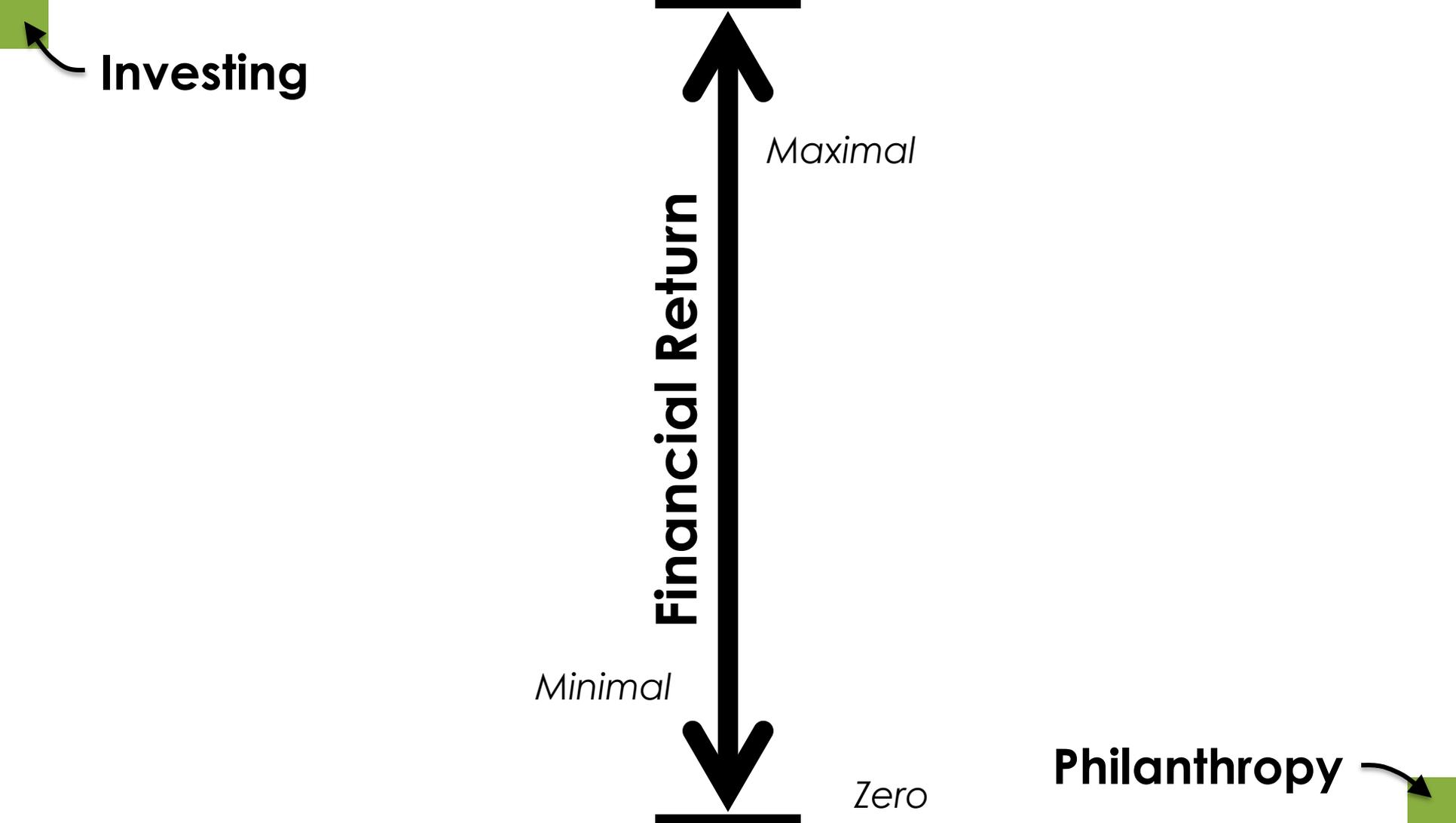
Financial Return

Maximal

Minimal

Zero

Philanthropy





Investing

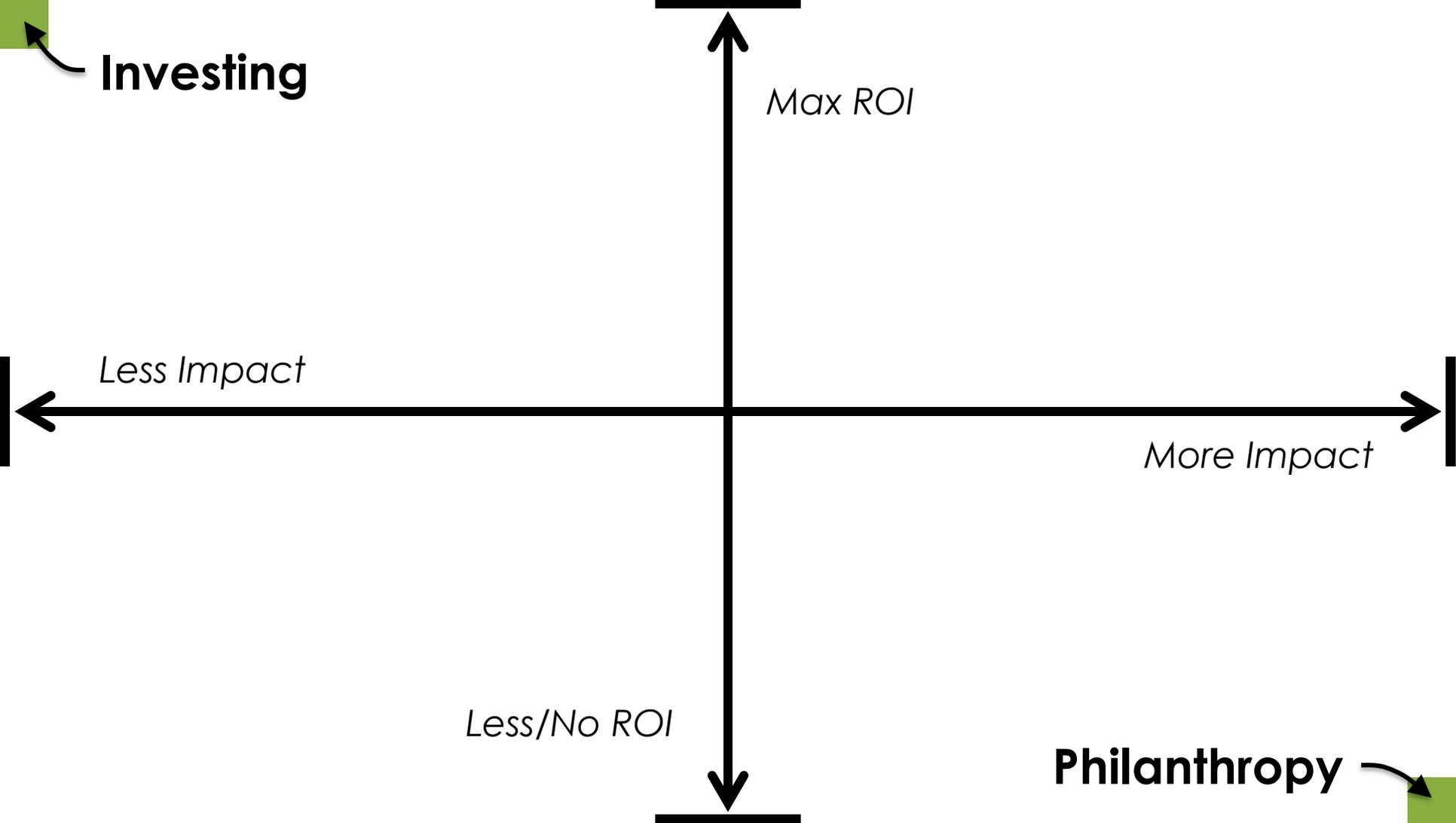
LESS (Don't care)

Impact

More

Philanthropy





Investing

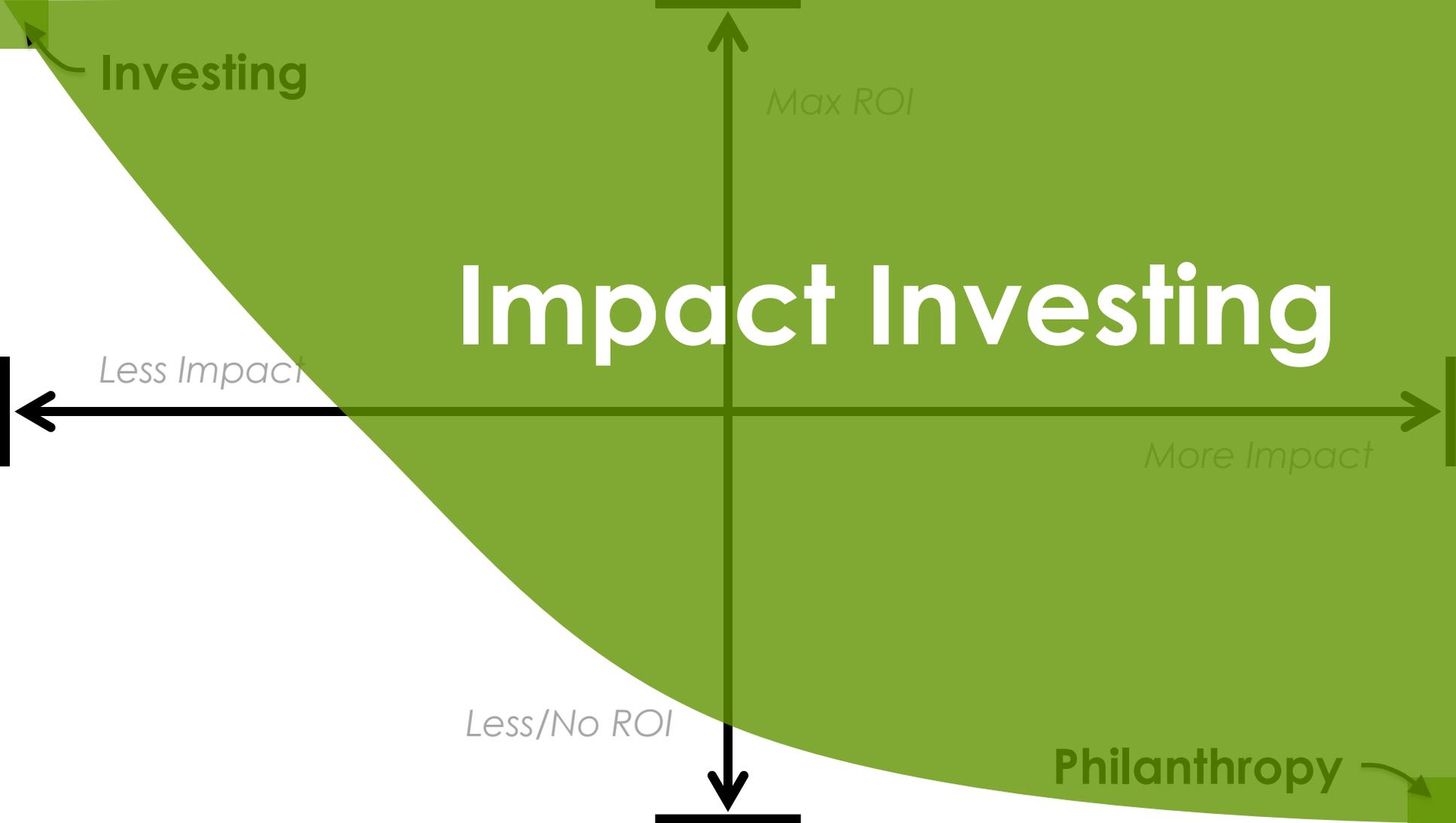
Max ROI

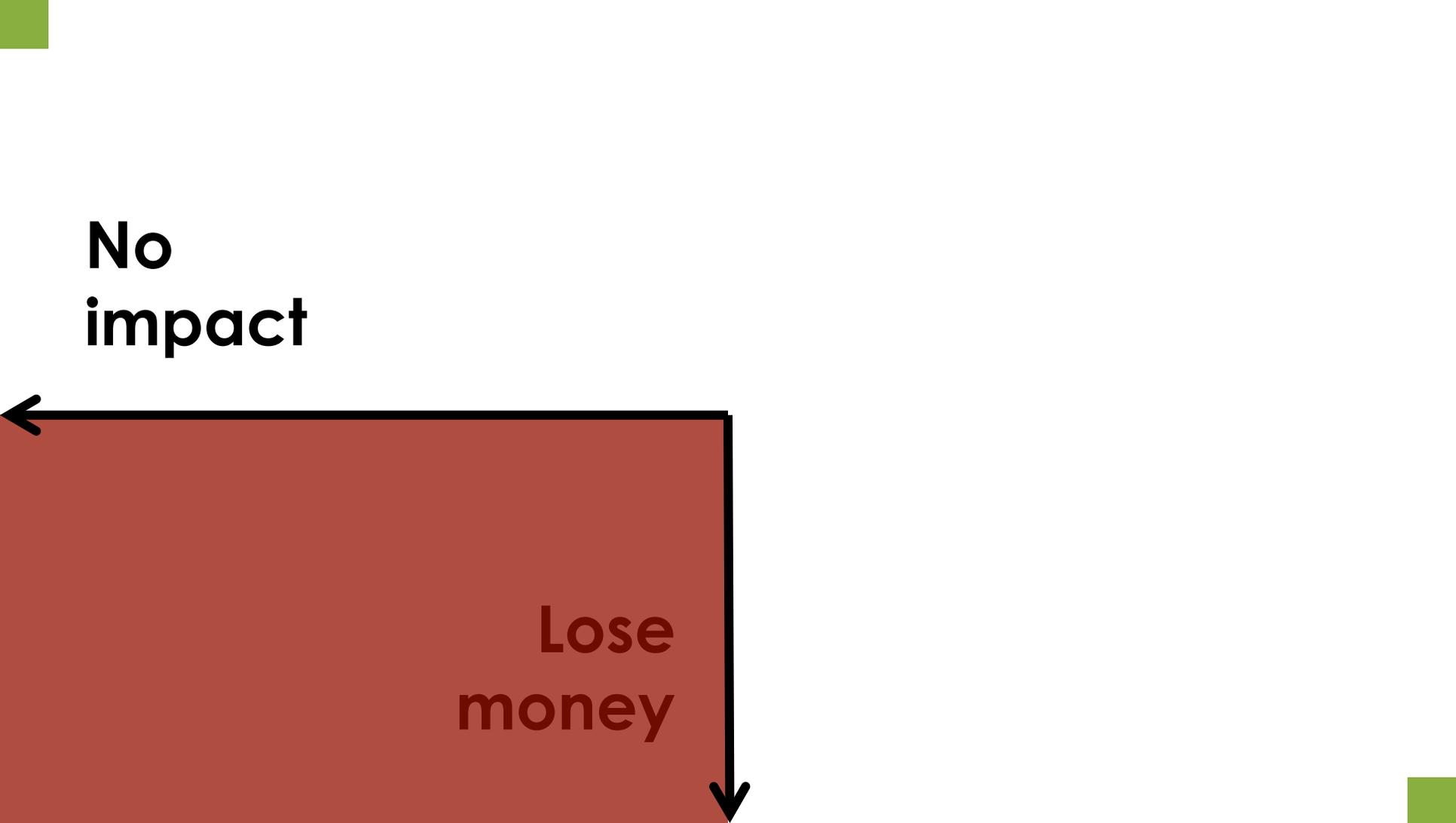
Less Impact

More Impact

Less/No ROI

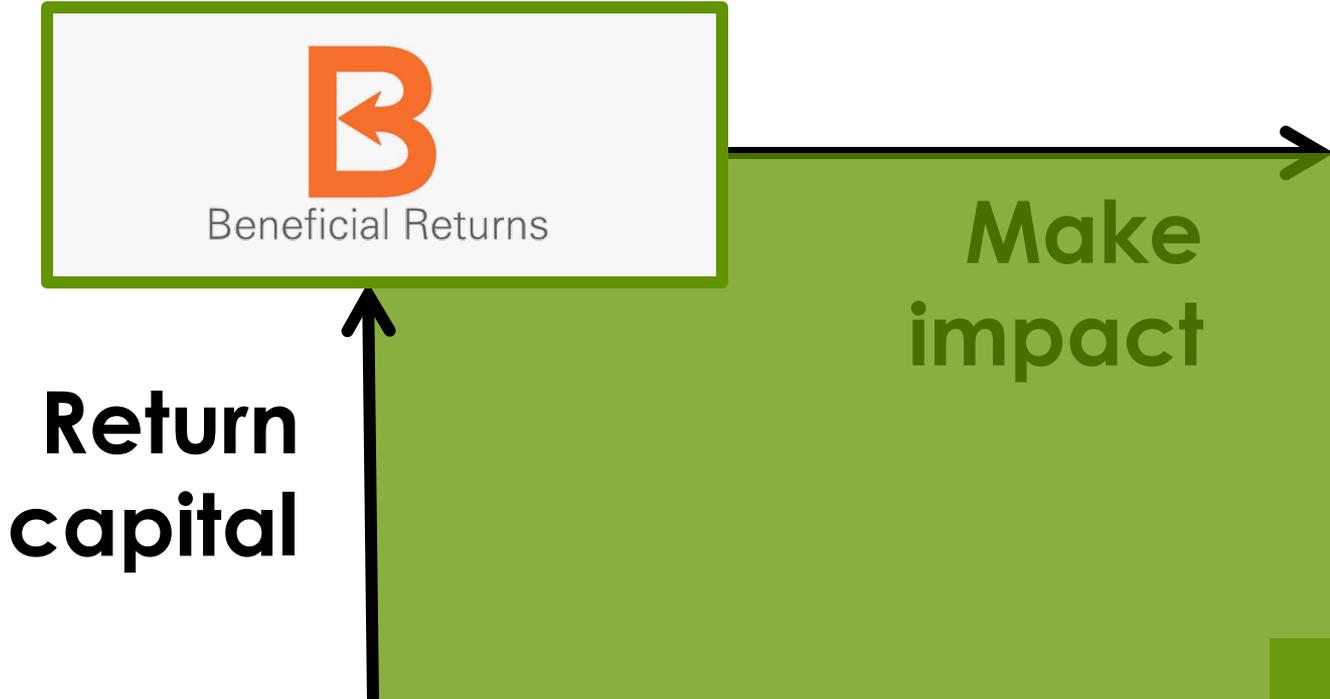
Philanthropy



A diagram consisting of a red L-shaped area. The top horizontal part of the 'L' has a black arrow pointing to the left. The vertical part of the 'L' has a black arrow pointing downwards. The text 'No impact' is written in black above the horizontal arrow. The text 'Lose money' is written in red inside the vertical part of the 'L'. There are small green squares in the top-left and bottom-right corners of the page.

**No
impact**

**Lose
money**



B

Beneficial Returns

**Return
capital**

**Make
impact**

**Make
money**



CAPRIA™



Fledge



**through
impact**

Make
money



CITY LIGHT



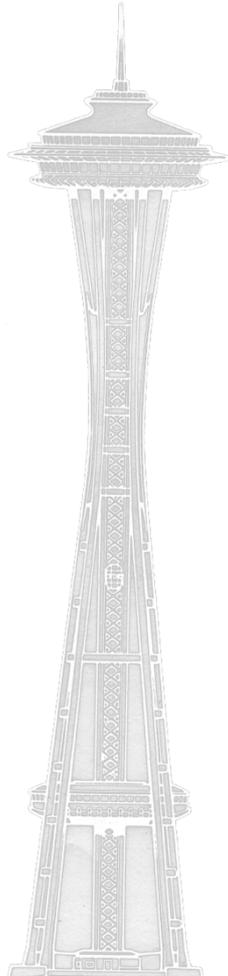
with some
impact,
but no compromise on returns

The **Angel** Accelerator

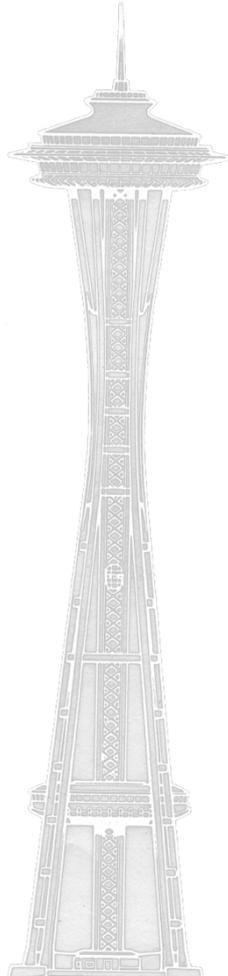
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foundations.fledge.co

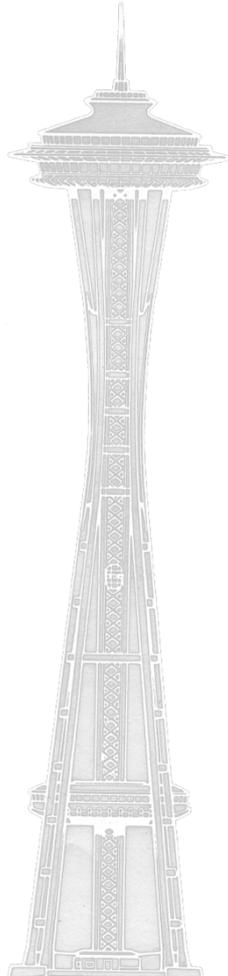
Nonprofit



For Profit

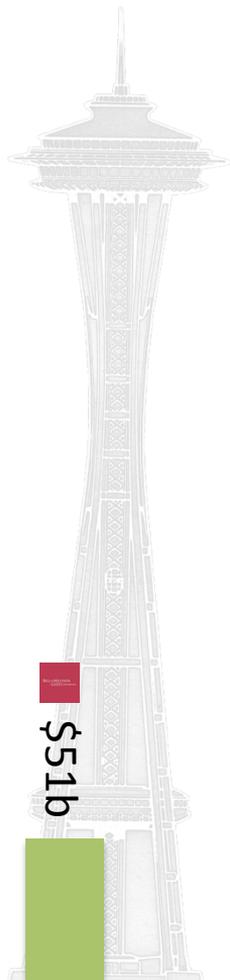


BILL & MELINDA
GATES *foundation*



Microsoft

BILL & MELINDA
GATES *foundation*

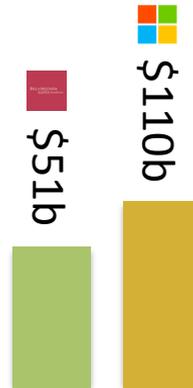


\$51b



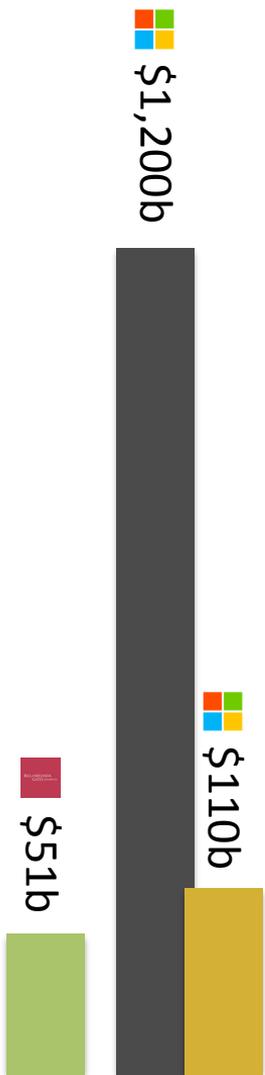
Microsoft

BILL & MELINDA
GATES *foundation*



Microsoft

BILL & MELINDA
GATES *foundation*



Microsoft





\$290b



\$1,200b



Microsoft



\$290b

↑
\$15,600b





\$20b



\$290b



↑
\$15,600b



\$20 billion ÷ 3.5 billion people

\$5.71



\$15b



\$20b



\$290b



↑
\$15,600b



\$35 billion ÷ 3.5 billion people



\$10.00



\$35b



↑
\$15,600b

\$124b



U.S. PUBLIC

COMPANIES



QUESTIONS?

What other information do you need?

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What else are you doing?

It's a great time to **take a moment,**
learn a new skill, and **add a new tool** to
augment your existing toolbox

- Site visits are on hold
- New grants/investments are on hold
- New initiatives are on hold
- Home is the new Office

More Details

- **foundations.fledge.co**
- luni@fledge.co

The Foundation Accelerator

powered by  Fledge

“Luni” Libes

luni@fledge.co